Lakshay Sharma

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|  | **GDSC** | | **180Degrees Consulting** | | **CIMA Case Challenge** | **World Bank** | | **Shri Ram Recouvrer** | |  |  |
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| **EDUCATION** | | | | | | | | | | |
| **Name of Course** | | | | **Year** | **Institution** | | **Percentage / CGPA** | | | |
| Bachelor of Technology (CSE) | | | | 2022-26 | Jaypee Institute of Information and technology | | On Going | | | |
| Class XII Science(with Math’s) (CBSE) | | | | 2022 | Vivek Anand School, Delhi | | 80% | | | |
| Class X (CBSE) | | | | 2020 | Vardhman Academy, Meerut | | 72% | | | |
| **PROFESSIONAL COURSES/CERTIFICATIONS** | | | | | | | | | | |
| Productivity with Generative AI | | | | 2024 | Microsoft & LinkedIn | | Passed | | | |
| Career Essentials in Generative AI | | | | 2024 | Microsoft & LinkedIn | | Passed | | | |
| **Career Essentials in Data analyst** | | | | 2024 | Microsoft & LinkedIn | | Passed | | | |
| **Career Essentials in Software Developer** | | | | 2024 | Microsoft & LinkedIn | | Passed | | | |
| **Generative AI Applications with Gradio** | | | | 2024 | Deep learning & Open AI | | Passed | | | |
| **SCHOLASTIC ACHIEVEMENTS** | | | | | | | | | | |
|  | * **Holder of 7th rank** in commerce department in first semester in **SRCC. Topper** in **Financial Accounting** and **Income Tax** with a perfect **10 GPA.** * Awarded the **CBSE Certificate of Merit** in Class X for excellent performance and for obtaining **Grade ‘A1’ in all the five subjects.** * Awarded the **CBSE Certificate of Merit** for being in **top 0.1% performers in English Core (98 %)**. Scored **99%** in **Economics & Mathematics**. * **Certificates of Excellence** from school for Academic Accolades and excellent performance being **1st rank holder for 11 continuous years.** * Completed **Fundamentals in Digital Marketing** course by **Google Digital Unlocked** thereby basics of various marketing forms and web analytics. | | | | | | | | 2018  2018  2018  2016  2019 |  |  |
| **INTERNSHIP** | | | | | | | | | | |
| **Research Intern, Lumis Partners (Venture Capitals)** (March’19-May’19) (45 Days) | | * **1 of 7** selected to work as **research intern** for one of the biggest players in Venture Capital Industry, **Lumis Partners**. * Documented a comprehensive thesis on **Prediction of Structure of Future of Work** from the Venture Capitals investment perspective. * **Fabricated Competitor Mapping** of several **disruption-oriented companies** to analyse the impact and interrelatedness of factors. * **Projected Trend Analysis** of the economy by undertaking **work structure study** under different **operating models** and **sectors.** * Drafted the final report which elicited the **recent and upcoming trends, regulations** and **inferences on probable disruptions**   in key sectors and use of **cases from experts** to support the same.   * Used live **industry cases**, **market research** and **data mining** to substantiate the argument of potential investment in distinctive sectors. | | | | | | | | |
| **POSITION OF RESPONSIBILITY** | | | | | | | | | | |
| **President, 180Degrees Consulting, SRCC**  (April’20 – Present) | | * Spearheading the **1st north Indian branch** of **world’s largest student run pro-bono consulting organisation** having a global footprint in **38+ countries.** The team is currently working with **Pan India** including government bodies as well as **International Clients**. * Directed **7 projects** creating grassroot level impact for beneficiaries like **Ministry of Transport, High growth Start-ups** and **NPOs**. * **Winner** of **2nd Best Branch Award in Asia- Pacific Region** in **Global Consulting Awards** with **branch rating** of **28.8/30.** * Designed and managed **Case 180**-A **Pan-India Management Consulting Case Study Competition** which garnered **1000+** registrations. * Led **partnerships** with companies like **Sattva Consulting**, **HBR Ascend**, **Effilor Consulting** and **Scale Factor Consulting** for extensive case studies. * **Launched** the **Case Library and Resources SDG**- designing frameworks and resources for client engagement and internal training. * Responsible for **imparting technical skills** like **Social return on Investment** to members via training and development sessions. | | | | | | | | |
| **Branch Manager, 180Degrees Consulting, SRCC**  (April’19 –March’19) | |
| **Research Member,**  **The Commerce Society, SRCC**  (2018-2019) | | * Played a catalytic role in **ideation, designing** and **management** of **Suit Up – The Best manager event** of BizStreet, the largest Commerce fest of SRCC **garnering 200+ registrations** from top notch institutes like **IIMs, IITs, St. Stephens, FMS** etc. * **Authored** article on **“Universal Basic income”** and newsletter on **“The Bagehot Theory”** for the **Research campaign, Unveiled**- A series of newsletters explaining the most unknown and extraordinary economic phenomenon. * **1 of 2** to represent the **Russian Contingent** in Round Table Conference on the topic **“Should India impose tariffs on US?”** | | | | | | | | |
| **Member, Students’Council**  (2016-2017) | | * Selected as a **member of school’s students’ council** to act as a liaison between the students’ body and the higher authorities. * Played a pivotal role in **maintenance of discipline** among students in day-to-day activities and conduct in the school premises. * **Coordinated, ideated and organised** various co-curricular and cultural activities as well as multi-day events. | | | | | | | | |
| **CONSULTING/RESEARCH PROJECTS** | | | | | | | | | | |
| **Indian Road Safety**  **Campaign** (2020) | | * Working on **Streamlining Helmet Sale in India to stop spurious helmets which are being sold on streets** to accomplish mission of Indian Roads Safer; the campaign being supported by **Ministry of Road Transport and Highways, WHO**, **UN Institute of Training and Research**. | | | | | | | | |
| **Stayrific (Start- up)**  (2020) | | * Consulted a student accommodation startup on the prospective locations for the venture in its pre-establishment phase through **extensive market research on the target market**; d**esigned data collection strategy** and **matrices** to analyze data and consumer insights. | | | | | | | | |
| **Labhya Foundation (NPO)**  (2019- Present) | | * Reviewing and releasing a **press report on Happiness Curriculum** which has impacted **10000+** lives currently undertaken by **Delhi Government** through means of **pilot survey, literature review and data analysis** to study its impact and effectiveness * Developed framework of **Journal Research** and **its analysis to draw inferences** about the training module and journal of Labhya. | | | | | | | | |
| **Dwij**  **(Startup)** (2019) | | * Part of **6-member team which** documented a report on **Multi-Pronged approach** to revamp and restructure **the social media presence.** * **Ideated** and created several **marketing posts** for various social handles based on the **concerned Target Customer Base** and **Buyer Persona.** | | | | | | | | |
| **Youth For Seva**  **(NPO)** (2018) | | * Published a **Benchmarking Study on the Right Way to Leverage Student Volunteering Activities in India** using **4-I (Inquire, Investigate, Infer, and Impact)** approach , **excel modelling and interpretation** the previous version been prepared by **Price Waterhouse Cooper(PWC).** | | | | | | | | |
| **EXTRA CURRICULAR ACHIEVEMENTS** | | | | | | | | | | |
| **Competition** | | * **Winner – CIMA Future Leaders Case Challenge** organised by **The Chartered Institute of Management Accountants**. * **Runner Up – Shri Ram Case Competition,** Business Conclave, India’s Largest Undergrad Management Fest among **1600+ participants.** * **Runner Up – Casser Le Cas,** Case Study Competition conducted by FIC, SRCC in collaboration with **Harvard Business Review.** * **Runner Up – Shri Ram Recouvrer,** a **simulation** event by EcoSoc, SRCC witnessing participation of **990+ participants**. | | | | | | | 2019  2020  2019  2 |  |  |
| **International Exposure** | | * Participated in **Indo- Australia Programme** conducted by Office of International Programmes, SRCC in collaboration   with **Australian National university** on the topic **“Facets of Indian Economy and her society”**. 2018 | | | | | | | | |
| **Miscellaneous** | | * **1 of 50** to be selected for an **educational training session** to the **Indian headquarters of the World Bank** in New Delhi.The four-   hour long workshop involved training by **Vice President (Economic Department)** on the topic **“The Use of Open Data.**” 2018 | | | | | | | | |
| **Publications** | | * Modelled research reports and framed insights on **FDI Outlooks and its Trends** and **Food Services and Allied Sectors** 2019 | | | | | | | | |
| **Technical Skills** | | * Completed **Certification course on Excel from Macquarie University (Coursera)**. Possesses working knowledge of **MS Office**. 2019 | | | | | | | | |