

HARSH VIJAY

Male, 26 years | harsh.vi25@fms.edu



National Topper in NSEP		FMS VCIC Team (Selected 6 from ~600)		CFA L1 cleared 90+ %ile	ASSET National Top 0.03%ile
EDUCATIONAL QUALIFICATIONS					
MBA   <b>Maj: FINANCE &amp; STRATEGY</b>		2026	Faculty of Management Studies, Delhi		7.19/10
CFA (Level 1)   Finance		2023	Chartered Financial Analyst, USA		PASS (Top 10%)
M.Sc. (Integrated)   Physics		2022	BITS Pilani, K.K. Birla Goa Campus		7.88/10
INDUSTRY EXPERIENCE					16 Months (Full-Time)
Full Time	Patel Inter College		Associate Teacher		Jan`22 - May`23
	Responsibilities	• Taught, mentored and fostered the ardour to learn among <b>250+ students</b> across 4 classes in the subject of Physics			
	Achievements	• Improved the <b>average score by over 7%</b> in all the classes of <b>60+ students</b> each over the course of an year (2022-23) • <b>Solo-led</b> efforts to conduct <b>60+ sessions</b> & crafted <b>50+ fun experiments</b> transforming 250+ student's perspectives			
Internship	Multiply Ventures		Investment Associate		Jun`25 - Aug`25
	Responsibilities	• <b>Led the Voice AI</b> thesis development by engaging <b>15+</b> experts to <b>map workflow pain points</b> & investment potential • <b>Evaluated 6 early-stage startups independently</b> , analyzing models, markets, & scale to guide investment judgment			
	Achievements	• <b>Expanded deal flow</b> by sourcing <b>30+</b> startups and <b>partnering with 12+ investors/bankers</b> to boost pipeline quality			
	Antler		Founder Scouting Intern		Feb`25 - Apr`25
	Responsibilities	• Assessed <b>150+ startups</b> , maintaining structured trackers with sector descriptions, & <b>preliminary investment notes</b> • Engaged in <b>20+ founder pitch sessions</b> (incl. in-person at Antler Residency), <b>compiling DD notes and market scans</b> • Mapped <b>200+ co-investors</b> by cheque size, sector & stage, creating tagging system to <b>streamline follow-on rounds</b>			
	Achievements	• <b>Refined thesis development and founder outreach</b> by curating a portfolio sheet for <b>30+</b> startups with <b>10+</b> insights			
	Ortella Global Capital		Investment Associate		Jun`24 - Jan`25
	Responsibilities	• Spearheaded <b>₹300Cr</b> fund's <b>360° impact framework</b> aligned with IRIS+ & TCFD defining metrics across impact areas • Designed <b>post-investment tracking &amp; scoring framework</b> , enabling structured impact reports to LPs & stakeholders • Built <b>BD playbooks</b> & strategic roadmaps for portfolio firms to enhance revenues and <b>identify growth partnerships</b> • Executed market research & <b>50+ competitor analyses across 4 sectors</b> , identifying new fund-level investing themes • <b>Led OGC × Entracker offline startup program</b> , curating content, speakers, and formats to drive community growth			
	SucSEED Ventures		Venture Capital Intern		Apr`24 - Jun`24
	Responsibilities	• Developed <b>robust financial models</b> (revenue/expense forecasts) & <b>designed pricing strategy</b> for new venture (S&A) • Conducted <b>deep market &amp; competitor research</b> to identify service gaps, shaping S&A's <b>GTM &amp; positioning strategy</b> • Orchestrated <b>end-to-end project execution for S&amp;A launch</b> , building consensus with founding team & stakeholders			
POSITION OF RESPONSIBILITY					
AM, Finance Society FMS, Delhi		• Selected as <b>1 among 5</b> Associate Members of the Finance Society of FMS Delhi, from out of <b>300+</b> students • Responsible for content primers, preparing blogs & <b>assisting in the placement preparation of senior batch</b>			2024
Instructor BITS Pilani		• Instructed <b>100+ students</b> in an open <b>QSTP</b> (Quark Summer Technical Projects) course <b>on Special Relativity</b> • Tutored <b>over 60 students</b> for the course in ' <b>Introduction to Space Sciences</b> ' as a part of the CTE initiatives			2019
PROJECTS					
Chronicles Sports FMS, Delhi		• <b>Orchestrated launch of 'Devil's Octagon'</b> MMA league by designing format, rules & scalable franchise plan • <b>Formulated revenue strategy</b> across sponsorships, franchise sales and monetization for lasting profitability • Directed <b>promo roadmap &amp; outreach to secure top sponsors</b> , boosting brand visibility and launch success			2024
CO-CURRICULAR ACTIVITIES					
ACHIEVEMENTS		• Secured internship offers from <b>Malpani Ventures</b> and <b>FoodSeed Tech VC</b> for proven analytical and VC skills			2025
		• <b>Successfully completed 2.5 years worth of course</b> in <b>20% less time</b> than the rest of the batch at BITS Goa			2022
		• Ranked <b>1/21</b> out of <b>11300+</b> undergraduate students, among <b>top 0.2%</b> candidates appearing for the <b>NSEP</b>			2019
		• Chosen as one among the <b>top 72</b> students <b>out of 6000+</b> applicants to visit the <b>NIUS camp by HBCSE, TIFR</b>			2019
EXTRA-CURRICULAR ACHIEVEMENTS					
Competitions		• Selected among <b>6 from ~600</b> to <b>represent FMS in VCIC</b> ; evaluated pitches, did DD & drafted VC termsheet			2024
		• <b>Recognised as Accomplished Competitor</b> out of <b>305 teams Globally</b> in the University Physics Competition			2019
		• Topped the school in <b>NSTSE</b> with a National rank of <b>1936/1.5lakh+</b> , organised by the Unified Council India			2013
Social		• <b>Mentored</b> and <b>taught</b> a group of <b>50+ underprivileged children</b> under 'Project Nirmaan' initiative in college			2019
INTERESTS		Meditation   Poetry   Singing   Working out			