

Manav Hitesh Shah

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EDUCATION & HONORS

University of Illinois Urbana-Champaign, Grainger College of Engineering, IL

Spring 2026

Double Degree: B.Sc. Industrial Engineering & B.Sc. Technology Entrepreneurship

GPA: 3.92/4.0

Honors: Richard N. Baxendale Outstanding Junior Award, James Scholar, Dean's List, Tau Beta Pi Honors Society

Professional Interests: Business Strategy, Corporate Finance, Entrepreneurship, Technology Solutions.

Relevant Courses: Financial Engineering, Commodity Price Analysis, Facilities Planning & Design, Optimization Models.

PROFESSIONAL EXPERIENCE

Innovo Markets [Fintech startup building infrastructure for energy commodities]

May 2025 – Present

Business Development Intern

Chicago, IL

- Built and optimized automated ZoomInfo–HubSpot workflows and cleaned 500+ CRM accounts, streamlining lead management, ICP assignment, and sales tracking.
- Spearheaded go-to-market research and strategy for expansion into the UAE, producing 4 regulatory and stakeholder decks that supported partnership outreach.
- Led lead generation and outbound initiatives, leveraging AI tools and strategic targeting to build a prospect pipeline.
- Designed and developed high-impact sales and marketing collateral, including product demo, infographics, investor decks, and LinkedIn carousels to enhance brand presence.

Mag Mile Capital [Mortgage Banking Firm]

May 2024 – August 2024

Summer Analyst

Chicago, IL

- Applied financial models for underwriting \$70M+ worth of commercial real estate deals (hospitality, multifamily industry).
- Led project management for AI-based underwriting software, coordinating cross-functional teams for testing & implementation.
- Conducted industry research, creating a comprehensive database of leads to support deal underwriting & origination.
- Assisted in preparing client discussions, lender inquiry on deal structuring, market conditions, and financial projections.

Integrow Asset Management Company [Real estate private equity]

May 2023 – July 2023

Business Development Intern

Mumbai, India

- Automated the recruitment process, integrated AI to improve overall human resources process efficiencies to above 150% post implementation, through Human Resource Management System integration & real-time dashboard alert system.
- Developed product thesis and spearheaded go-to-market for India's first real estate-based Portfolio Management Service.
- Thoroughly researched market competition analysis and attribute heat map for asset management companies with alternative investment fund offering; did cash flow modeling for debt products like collateralized bond obligations predicting bond defaults.
- Job shadowed the CEO, understanding intricacies of decision making, investor relations while managing a fiduciary fund.

UNIVERSITY & LEADERSHIP INVOLVMENTS

Students Consulting for Non-Profit Organizations (SCNO)

January 2024 – Present

Management Consultant

Champaign, IL

- Designed and implemented a comprehensive survey to gather insights from younger demographic about their perceptions and interests related to my project NGO: Youth Technology Corps programs and other social initiatives voluntarily.
- Analyzed survey data from different Illinois universities to identify key factors influencing student participation and teaching interests in STEM fields; formulated actionable goals to increase student engagement and program ideation.
- Recommended and executed marketing strategies, leveraging social media and college partnerships, to boost awareness and participation in YTC programs, and facilitated partnerships with educational institutions to expand reach and impact.

Illinois Business Council

January 2023 - Present

Coordinator and Active Member

Champaign, IL

- Selected as one of 22 students out of over 400 applicants dedicated to forwarding careers and enhancing business knowledge.
- Fostered pivotal relationships with 19 corporate sponsors by attending networking events and company presentations.
- Established a strong student and alumni network through Council events, committee membership and mentorship programs.

SKILLS AND CERTIFICATIONS

Bloomberg Market Concepts, Lean Six Sigma Green Belt: EY Academy, Auto-CAD (Fusion 360), Office 365, SQL, Python, C++

Interests Fine Art, Logic Puzzles, Cooking, Chess, Garba (Traditional dance form)

Plain Text Resume (Machine-Readable copy)

Name: Manav Hitesh Shah
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Phone: (447) 902-2413
LinkedIn: www.linkedin.com/in/manav-hitesh-shah

Education & Honors

- **University of Illinois Urbana-Champaign, Grainger College of Engineering (Spring 2026)**
Double Degree: B.Sc. Industrial Engineering & B.Sc. Technology Entrepreneurship
GPA: 3.92/4.0
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Professional Interests

- Business Strategy, Corporate Finance, Entrepreneurship, Technology Solutions

Relevant Courses

- Financial Engineering, Commodity Price Analysis, Facilities Planning & Design, Optimization Models

Professional Experience

- **Innovo Markets (Fintech startup in energy commodities) – Business Development Intern, Chicago, IL (May 2025 – Present)**
 - Built and optimized ZoomInfo-HubSpot workflows and cleaned 500+ CRM accounts
 - Spearheaded go-to-market research for UAE expansion; produced regulatory and stakeholder decks
 - Led lead generation and outbound initiatives using AI tools and targeting
 - Designed sales and marketing collateral (product demo, infographics, investor decks, LinkedIn carousels)
- **Mag Mile Capital (Mortgage Banking Firm) – Summer Analyst, Chicago, IL (May 2024 – Aug 2024)**
 - Applied financial models for underwriting \$70M+ commercial real estate deals
 - Led project management for AI-based underwriting software, coordinating cross-functional teams
 - Conducted industry research; created lead database for deal origination and underwriting
 - Assisted in client discussions on deal structuring, market conditions, and financial projections
- **Integrow Asset Management Company (Real estate private equity) – Business Development Intern, Mumbai, India (May 2023 – Jul 2023)**
 - Automated recruitment process; integrated AI to improve HR process efficiencies by 150%
 - Developed product thesis and go-to-market strategy for India's first real estate Portfolio Management Service
 - Researched competition, created attribute heat map, and performed cash flow modeling for debt products
 - Shadowed CEO on investor relations, fund management, and decision-making

University & Leadership Involvement

- **Students Consulting for Non-Profit Organizations (SCNO) – Management Consultant, Champaign, IL (Jan 2024 – Present)**
 - Designed and implemented surveys on student perceptions of STEM initiatives
 - Analyzed survey data to identify factors influencing engagement and formulated action plans
 - Executed marketing strategies and partnerships to expand program reach
- **Illinois Business Council – Coordinator & Active Member, Champaign, IL (Jan 2023 – Present)**
 - Selected as 1 of 22 students out of 400+ applicants
 - Built relationships with 19 corporate sponsors through networking events and presentations
 - Strengthened student-alumni network through events and mentorship programs

Skills & Certifications

- Bloomberg Market Concepts
- Lean Six Sigma Green Belt (EY Academy)
- AutoCAD (Fusion 360), Office 365
- SQL, Python, C++

Interests

- Fine Art, Logic Puzzles, Cooking, Chess, Garba (traditional dance form)

Keywords

Business Strategy, Corporate Finance, Entrepreneurship, Technology Solutions, Financial Engineering, Commodity Price Analysis, Facilities Planning, Optimization Models, Energy Commodities, Fintech, Go-to-Market Strategy, CRM (HubSpot, ZoomInfo), Sales Enablement, Lead Generation, Marketing Collateral, Investor Decks, UAE Market Entry, Commercial Real Estate, Underwriting, Financial Modeling, AI-Based Tools, Private Equity, Portfolio Management Services, Cash Flow Modeling, Collateralized Bond Obligations, Human Resources Automation, Data Analysis, Consulting, Non-Profit Strategy, Student Engagement, Market Research, SQL, Python, C++, AutoCAD, Office 365, Lean Six Sigma Green Belt, Bloomberg Market Concepts

If you are seeking a candidate who learns quickly, combines strong business acumen with finance expertise, and is equally comfortable with AI tools and people skills, I am the right fit. I bridge strategy, financial analysis, and technical problem-solving to deliver results in fast-moving environments.