Pratiek Sonare	**22B2440**	
Metallurgical Engineering and Materials Science	**B.Tech.**	
Indian Institute of Technology Bombay	**Gender: Male**	
	DOB: 16/12/2004	

Examination	University	Institute	Year	CPI / %
Graduation	IIT Bombay	IIT Bombay	2026	8.06

Pursuing **Honors** in **Metallurgical Engineering and Materials Science** offered by **MEMS**, IIT Bombay

SCHOLASTIC ACHIEVEMENTS

- Achieved a **99.69** percentile among **1.5+ million** candidates in the *Joint Entrance Examination - Mains* *(2022)*
- Among the top **4.8%** amongst the **0.15+ million** candidates in *Joint Entrance Examination - Advanced* *(2022)*
- Acquired a certificate of merit for being in top **1%** by scoring 100 in Mathematics in *CBSE Board Examination (2020)*

PROFESSIONAL EXPERIENCE

Any Dimensional Materials - Sales and Marketing Intern *(Mar '24 - May '24)*
An early-stage startup originating from the MEMS department, devising intelligent silver-based solutions

- Implemented comprehensive digital marketing strategies through SEO campaigns and content creation to drive sales
- Leveraging targeted Instagram marketing campaigns, expanded digital outreach by **80%** on social media platforms

POSITIONS OF RESPONSIBILITY

Department Academic Mentor | *Student Mentorship Program | IIT Bombay* *(June '24 - Present)*
*Part of a **35** member team selected from more than **80** candidates based on stringent interview and peer reviews*

- Mentoring **6** sophomores to ensure that they have a smooth transition into the academic and social life at IIT Bombay
- Member of the Events Subgroup of the D-AMP council, responsible for organizing events supporting **300+** undergraduate students from the MEMS department, including internship and placement preparation and graduate application sessions

Institute Sports Convener | *IIT Bombay Sports* *(May '23 - May '24)*
*Part of a **36** member team selected from more than **200+** candidates to conduct all sporting activities at IIT Bombay*

- Ideated and executed **Freshie La Vista**, the freshmen send-off event at IIT Bombay, catering to about **1300+** freshers
- Conceptualized **General Championship Opening Ceremony** which witnessed **300+** footfall from **10+** hostels
- Revamped the Instagram Page of Cricket Club, IIT Bombay by launching **3** campaigns and increasing outreach by **30%**
- Successfully conducted the first ever **Freshers Cricket League**, a 3-day tournament with **80+** freshman players

KEY PROJECTS

LSTM Based Stock Market Prediction | *WiDS | Analytics Club, IIT Bombay* *(Jan '24)*
*Used **TensorFlow** (Python) to build a LSTM based Time Series Forecasting Model for Amazon Stock Price Prediction*

- Pre-processed the data to a balanced one having a **50:50** ratio using window sliding algorithm and removing outliers
- Analyzed, applied and compared different **LSTM Neural-Network** architectures for best possible predictive accuracy
- Hypertuned the parameters to restrict the model to **6.24** MSE and **4.86** MAE on the predicted Amazon stock price

Equity Research Project | *Equity Research Competition | Finance Club, IIT Bombay* *(Aug '23 - Nov '23)*
*Researched in a team of 2 to **quantitatively** and **qualitatively** analyse Indigo Airlines for stock price forecasting*

- Evaluated the Indian Aviation Industry to use the **'Bottom Up'** approach to select a stock 'Interglobe Aviation Ltd.'
- Analysed **ratios** (EPS, Quick Ratio, Current Ratio, P/E) and other technical indicators to strategically select a stock within the current market conditions in the aviation industry in India and built a **DCF model** to predict intrinsic value
- Researched Indigo's **business model**, government policies and conducted **SWOT Analysis** to forecast price trend

Pitch Deck: Entrepreneurship Project | *Course Project | Guide: Prof. Anu Narasimhan* *(Jun '23)*
*Conducted extensive **market research** and competitive analysis in a team of **5** to evaluate Zostel's unique strengths*

- Dissected Zostel's problem statement, **value proposition**, market segmentation, **industry overview**, revenue and profit streams to carefully determine Zostel's components of growth and future prospects in India and worldwide
- Judged the **key social** and **economic determinants** that led to Zostel's success in the Indian hospitality industry
- Conceptualized and presented a **pitch deck** on Zostel, highlighting all findings, in front of an audience of **150+** students

Business Model Canvas: EnB Buzz | *Entrepreneurship & Business Club, IIT Bombay* *(Dec '22 - Feb '23)*
*Worked in a team of **3** to generate a solution to the problem – "Solving social media fatigue" through product development*

- Built a **Business Model Canvas** and researched the various socio-economical factors that affect social media usage
- Utilized **analytics** to evaluate the startup's viability for creating a BMC that fully outlined the start-up's profit prospects
- Presented and **pitched** the business idea in front of an expert panel of **3**, elaborating on the competitive market dynamics