

# SAHIL SETH

[sahilseth2023@u.northwestern.edu](mailto:sahilseth2023@u.northwestern.edu) | (516) 526-2646 | [linkedin.com/in/sahilseth9/](https://www.linkedin.com/in/sahilseth9/)

## EDUCATION

**NORTHWESTERN UNIVERSITY** | Evanston, IL

June 2023

Bachelor of Arts; Major: **Economics**; Minors: **Data Science**, **Entrepreneurship**

GPA: **3.99/4.00**; Summa Cum Laude; Phi Beta Kappa; Frederick Shipp Diebler Award for Excellence in Economics; SAT Math: **790/800**

## WORK EXPERIENCES

### BAIN & COMPANY

Associate Consultant

Chicago, IL

November 2023 - Present

### BATTERY VENTURES

Analyst Sourcing & Diligence Extern

Evanston, IL

August 2022 – April 2023

- Sourced and led deal due diligence for 9 potential minority investments in early-stage and growth-stage B2B SaaS companies through discussions with target company CEOs; 50% more companies than second most successful extern and 200% above cohort average
- Developed an investment thesis on senior care software and highlighted 3 possible investment opportunities for Battery leadership

### BAIN & COMPANY

Associate Consultant Intern

Chicago, IL

June 2022 – August 2022

- Created a workstream to analyze competitor pricing behavior for a \$370B retail business through field research, self-developed price scraping, and Tableau, which identified potential for market share growth by decreasing the number of weekly price changes 50%
- Calculated price gaps ranging -10 to 10% with Alteryx to test the validity of internal pricing principles and item categorization against 500 products for the delivery of a \$2B investment model to the CMO, redefining 10-year omnichannel pricing strategies
- Prioritized and consolidated \$1B in investment asks from 6 departments by modeling 5-year projections at an itemized level; presented to board members through a game mechanism that has been implemented and spread around the company

### COAPTECH

Business Analyst

Evanston, IL

December 2020 – August 2021

- Produced an executive summary for the CEO on clinical trial capabilities in India through interviews with local consulting companies, data collection on past trials, and market sizing, which led to a \$1M trial proposal delivered to the CMO of a \$340B firm
- Championed scaling efforts into Europe through meetings with Bioskills Labs and Group Purchasing Organizations, an assessment of 50 distributors, and market research on current medical practices; proposed Germany to senior executives
- Modeled 4 value propositions through an analysis of procedural value chain and determined potential to lower product price by 30%

### LIPE & DALTON

Business Analyst

Syracuse, NY

June 2019 – September 2020

- Proposed future investments based on analyses of stock screens that specified PE ratio, PEG ratio, market cap, and industry; determined high-growth opportunities in energy and healthcare sectors due to below-average PE ratios and new M&As
- Pitched \$NVDA, \$EMR, and \$AMT citing valuated financials, which were incorporated into portfolios for returns up to 240%

## LEADERSHIP EXPERIENCES

### LAMBDA STRATEGY

Director of External Communications

Evanston, IL

July 2021 – December 2022

- Spearheaded client sourcing for 2 projects; contracted a Commercial Greenhouse and Radiology Practice to 3-month projects promising Controlled Environmental Agriculture market analysis, facility utilization plan, and consumer acquisition strategy
- Recruited 4 Kellogg MBA candidates with professional consulting experience to serve as mentors for project teams

### NORTHWESTERN CLUB LACROSSE

Vice President of Fundraising

Evanston, IL

May 2021 – September 2022

- Established partnership between Club Lacrosse and Northwestern Special Olympics that emphasizes inclusivity; planned a 100-person sports day for members of both clubs to play games with Special Olympic Athletes; promoted in-person member morale
- Initiated and organized \$4K fundraiser with Northwestern Special Olympics & Evanston Special Recreation toward alleviating transportation/facility expenditures of Special Olympics and tournament fees; exceeded the goal by 120%

### INSTITUTE FOR STUDENT BUSINESS EDUCATION – ARCH

Co-Director, Project Manager

Evanston, IL

April 2021 – September 2022

- Launched a rebranding campaign and implemented arrangement for members to gain access to Northwestern's entrepreneurial space
- Guided a 4-person student team in formulating strategies on pricing and market entry for launch of CoapTech's PUMA-J TAM feeding tube product into the \$750M PEJ market; presented findings and recommendations to the CEO and CCO

## ADDITIONAL INFORMATION

**Technical Skills:** BMC Certified (10/2019), StataIC, Alteryx, Tableau, HubSpot, Definitive Healthcare, Microsoft Office, Social Media

**Activities:** Peer-Guided Study Group Facilitator (Microeconomics), Minority Business Association, The Garage, Stupp Laboratory

**Interests:** Special Olympics, Lacrosse, Working out, Exploring restaurants, Video editing, Meditation, Personal podcast, Piano