



**SHUBHAM SINGH**  
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**Indian Institute of Technology, Bombay**

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**B.Tech.**  
**Gender: Male**  
**DOB: 07-08-1999**

Examination	University	Institute	Year	CPI / %
Graduation	IIT Bombay	IIT Bombay	2021	

• Pursuing **Minor degree in Management** from **Shailesh J. Mehta School of Management, IIT Bombay** [Jul'18-Present]

### POSITIONS OF RESPONSIBILITY

**EVENTS MANAGER | THE ENTREPRENEURSHIP CELL, IIT BOMBAY** [Apr'19 – Mar'20]

*Asia's largest student-run body promoting Entrepreneurship; patrons being UNESCO and Startup India*

<b>Reforms and Initiatives</b>	<i>Led 150+ students to execute 2 international, 7 national and 30+ institute level events; annual budget INR 25M</i> <ul style="list-style-type: none"><li>Organised the first-ever Indian chapter of Entrepreneurship <b>World Cup</b>; <b>100k+</b> start-ups, <b>100+</b> countries</li><li>Pioneered <b>TTMM, Shark Tank-style</b> pitching event leading to on-spot funding of <b>INR 4.8M</b> across 3 startups</li><li>Conducted workshops and a marathon to sensitize <b>20k+</b> students, corporates and teachers about <b>autism</b></li></ul>
<b>Growth and Expansion</b>	<ul style="list-style-type: none"><li>Expanded Entrepreneurship &amp; Business club to entire Mumbai; fetching <b>5x</b> increase in startup participation</li><li>Launched <b>E-Connect</b> at pan-IIT level for the <b>first time</b>; provided internships to <b>100+</b> students in <b>70+</b> startups</li><li>Spearheaded <b>Eureka! Junior</b>, a pitching competition reaching <b>8k+</b> students; raised sponsorship of <b>INR 0.3M</b></li></ul>
<b>Eureka '19</b>	<i>Cited as Asia's largest Business-Model competition by Thomson Reuters; 11.5k+ entries and prize of INR 5M+</i> <ul style="list-style-type: none"><li>Allianced with <b>8+</b> int'l firms; expanded reach to <b>Africa, America, UAE &amp; Singapore</b>; <b>3x</b> growth in int'l entries</li><li>Partnered with <b>20+</b> regional mentors reducing cost of workshops by <b>60%</b>; increased profit by <b>INR 0.5M</b></li></ul>

**INSTITUTE STUDENT MENTOR | SMP, IIT BOMBAY** [Jul'20 – Present]

*Selected (from a pool of 300+ applicants) based on overall all-round performance, SOP, interviews and peer reviews*

• Responsible for **mentoring** freshmen from diverse background in their academic, personal & extra-curricular endeavours

### PROFESSIONAL EXPERIENCE

**OYO ROOMS | PROJECT ASSOCIATE, GURGAON** [May'20 – Jun'20]

*Received a Letter of Recommendation from supply excellence head for analytical aptitude and motivation towards work*

- Designed dashboards to track hotel conversion rate of Regional Heads using **10+ KPIs** to enhance their overall performance
- Saved **100+** man-hours per week by **automating** the entire process of employee performance card generation
- Increased **efficiency** of hotel acquisition process by **15%**, transforming static algorithm to **dynamic**
- Prepared daily status reports by analysing **win-back conversion** rate of **10k+** hotels; used by a cross-functional team of **50+**

**NEODOCS | PRODUCT DEVELOPMENT, MUMBAI** [Jul'20 – Aug'20]

*Received a Letter of Recommendation for exemplary performance and dedication towards work*

- Performed primary and secondary research on biomarkers using **30+** reports to build insights on **diet, exercise and lifestyle**
- Calculated cardiac risk score by implementing **Framingham algorithm** and devised co-relation by mapping **16+** biomarkers
- Collaborated with **10+** institutions and hospital chains in **5+** regions to validate the product and negotiate publicity deals

### KEY PROJECTS

**CASE STUDY OF KRAFT FOODS | Course Project: Marketing Management** [Jul'18 – Nov'18]

- Analysed effects of Cadbury **acquisition** by Kraft, its **merger** with Heinz Company and formation of Mondelez International
- Used **BCG and GE Matrix** to inspect present and future growth opportunities of its **15+ Strategic Business Units (SBUs)**

**PROJECT SCHEDULING | Course Project: Project Management** [Jan'20 – May'20]

- Developed **WBS** and **Network Structure Diagram** using Project Libre; identified **critical path** to allocate resources efficiently
- Analysed **risks** associated with an event using **cause effect** diagram; estimated costs & used **RACI** matrix to define **20+** roles

### EXTRACURRICULAR ACTIVITIES

<b>Social</b>	<ul style="list-style-type: none"><li>Organised a pan India drive in <b>30+</b> cities to escalate <b>Eye donation</b>; set-up eye check-up camps</li><li>Conducted solar energy awareness workshops catering <b>5000+</b> students; <b>Guinness World Record</b></li></ul>	[ '18] [ '18]
<b>NCC</b>	<ul style="list-style-type: none"><li>Attended <b>10-day</b> long <b>annual training camp</b> and participated in <b>Republic Day</b> Parade at IIT Bombay</li><li>Prepared a report for <b>Dean</b> advocating architectural changes to enhance <b>accessibility for disabled</b></li></ul>	[ '18] [ '17]
<b>Mentoring</b>	<ul style="list-style-type: none"><li>Mentored <b>10+</b> freshmen on basics of <b>case solving</b>, drafting <b>Business models</b> and <b>pitching</b> in Buzz</li><li>Led a team of <b>15+</b> members to devise <b>mentorship plans</b> and <b>guide 150+</b> colleges to establish E-Cell</li></ul>	[ '18] [ '18]
<b>Technical</b>	<ul style="list-style-type: none"><li>Programming Languages: C++, Python   Software Skills: AutoCAD, Solid Works, Adobe Premiere Pro</li><li>Designed <b>recursive</b> algorithm for <b>Chain Reaction</b> Game using <b>C++</b> for course project of CS101</li><li>Developed an <b>autonomous</b> line follower bot using <b>Arduino Uno, Ultra Sonic &amp; Infrared</b> Sensors</li></ul>	[ '17] [ '18]