



**Mrinal Agarwal**  
**Chemistry**  
**Indian Institute of Technology, Bombay**

**17B030022**  
**B.S.**  
**Gender: Female**  
**DOB: 17-07-1999**

Examination	University	Institute	Year	CPI / %
Graduation	IIT Bombay	IIT Bombay	2021	8.58

- Pursuing **minor** degree in **Industrial Engineering and Operations Research** (Minor CPI: **8.25**)

#### PROFESSIONAL EXPERIENCE

**HAIER APPLIANCES PVT LTD | SUPPLY CHAIN MANAGEMENT TRAINEE** [May'19-Jun'19]

Received a **Letter of Recommendation** from AGM for providing feasible solutions to eliminate allocation plan discrepancies

- Applied **5Ys** on production failure of **10+ OEMs**; modified management policy to include **4** performance enhancement drivers
- Identified **10+** emerging markets & **6** governing factors by analyzing segment-wise sales of **5** product categories using Excel tools
- Projected **67% decrease** in allocation failure by improvising to 3-day **allocation planning** policy over the existing 7-day plan

**ADITYA BIRLA GROUP | TRAINEE IN BUSINESS REVIEW COUNCIL** [Dec'19]

Received a **Letter of Recommendation** from Joint President, Hindalco Industries for outstanding results delivered in the project

- Undertook study of global **Tire Cord Industry**; visited manufacturing unit to gain insights on end-to-end production process
- Scrutinized **40+** analyst & annual reports to infer **contraction** in **automobile market** & CAGR of -4.1% in supply of tire cords
- Formulated and presented a report comprising of global market scenario, competitor benchmarking and customer mapping

#### POSITIONS OF RESPONSIBILITY

**GENERAL SECRETARY | DEPARTMENT OF CHEMISTRY, IIT BOMBAY** [Jul'20-Present]

Elected by **500+** students | Spearheading **2-tier** team of **18** council members | Planning & supervising **10+** department events

INITIATIVES	<ul style="list-style-type: none"> <li>Introduced <b>7 Department Awards</b> to felicitate exceptional contribution in benefitting of student community</li> <li>Initiated inclusion of <b>5+</b> undergraduate students in <b>Teaching Assistant</b> teams of core department courses</li> <li>Documented <b>Department Handbook</b> to redefine structure &amp; responsibilities of all student representatives</li> </ul>
RESPONSIBILITY	<ul style="list-style-type: none"> <li>Member of <b>DGSC</b> impacting <b>10k+</b> students &amp; ensuring smooth transition of all students to <b>online semester</b></li> <li>Representative of student body in <b>DUGC</b> for effecting policy changes in collaboration with faculty members</li> <li>Optimized and revised course schedules to avert <b>15+</b> extensions &amp; facilitated <b>30+</b> students to clear backlogs</li> <li>Planned and conducted <b>first ever virtual convocation</b> ceremony and valedictory function for class of 2020</li> </ul>

**MAINTENANCE SECRETARY | HOSTEL 10, IIT BOMBAY** [Jul'18-Mar'19]

Worked in a council of **30** members responsible to organize events and festivals in hostel | Represented hostel in PAF

- Managed a budget of **INR 1 Million** for new initiatives and to make the hostel more equipped in terms of basic amenities
- Supervised installation of **50+ CCTV** cameras to exterminate maintenance, hygiene & security issues of **1100+ girl inmates**

#### COMPETITIONS AND KEY PROJECTS

**STRATEGY STORM: SOCIAL BUSINESS CASE STUDY COMPETITION | IIT GUWAHATI** [Dec'19]

Ranked **12<sup>th</sup>** among **350+** teams; devised strategies for a manufacturer-cum-retailer eyeing Kumbh Mela for profits & branding

- Projected **27% profit margin** by forecasting sales, revenue & expenses for the Mela and deducing products sourcing location
- Developed marketing strategy to target low-income groups in accordance with **social campaign** of educating **20k indigent kids**

**MARKET RESEARCH OF SOLAR OVEN | Course Project | Guide: Prof. B. K. Chakravarthy** [Jun'20]

- Performed **SWOT** analysis & competitor benchmarking to suggest **3 key design** changes & devise feasible **marketing strategy**
- Identified 4 viable distribution channels; estimated convenient pricing and **customer conversion** for **7** customer segments

**DYNAMIC PRICING IN E-GROCERY SECTOR | IIM AHMEDABAD | Guide: Prof. Goutam Dutta** [Apr'20-May'20]

- Explored **30+** research papers to study **Dynamic Pricing** & drew comparison of major models used by **E-Commerce retailers**
- Proposed fusion of **Inventory & Consumer Choice** model to include customer utility & retailer preference in **E-Grocery** pricing

#### SCHOLASTIC ACHIEVEMENTS

- Department Rank: 3 | AA** grade in **14** courses | Recipient of the **INSPIRE** scholarship awarded by the Government of India
- Selected as visiting undergrad to conduct research in **analytical** chemistry by Dept. of Chemistry, **Purdue University, USA** ['20]
- Awarded **highest grade A\*** in **9** subjects in Cambridge International Examinations organized by **Cambridge University** ['15]

#### KEY COURSES AND CERTIFICATIONS

COURSES	<ul style="list-style-type: none"> <li>Data Analytics for Chemists   Operations Analysis   Optimization Models   Service &amp; Infrastructure Systems</li> </ul>
CERTIFICATIONS	<ul style="list-style-type: none"> <li><b>Bloomberg</b> Market Concepts   Modules: Economic Indicators, Currencies, Fixed Income and Equities</li> <li><b>BCG</b> Virtual Program   Tasks: Data Analysis, Understanding Consumer Needs and Client Recommendation</li> </ul>

#### EXTRACURRICULAR ACTIVITIES

CULTURALS	<ul style="list-style-type: none"> <li><b>1<sup>st</sup></b> in video making in <b>900+</b> freshers [‘17] • Trained in <b>Keyboard</b> for <b>1 year</b> under NSO [‘17-‘18]</li> <li><b>1<sup>st</sup></b> in inter-hostel wall painting [‘18] • Trained in <b>Photography</b> for <b>6 months</b> [‘17]</li> </ul>
SOCIAL	<ul style="list-style-type: none"> <li>Communicated with <b>40+</b> schools of Mumbai to successfully organize <b>cyber security</b> workshops [‘18]</li> </ul>
SKILLS	<ul style="list-style-type: none"> <li>Bloomberg Terminal, C++, Python, HTML, Excel, PowerPoint, Word, AutoCAD, Solidworks</li> </ul>
MISCELLANEOUS	<ul style="list-style-type: none"> <li>Participated in <b>‘Manch’</b> Programme conducted by <b>Deutsche Bank</b> to develop <b>finance basics</b> [‘19-‘20]</li> <li>Prepared an expansion model for MX TakaTak using <b>Blue Ocean Strategy</b> in Case-Cation, <b>IITD</b> [‘20]</li> </ul>