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Indian Institute of Technology, Bombay

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B.Tech.  
Gender: Male  
DOB: 05-09-1998

Examination	University	Institute	Year	CPI / %
Graduation	IIT Bombay	IIT Bombay	2021	7.47

### PROFESSIONAL EXPERIENCE

**ARBOREUM** | Strategy Research Intern | Dutch Based Startup by Ex McKinsey Consultant [Jun'20—Jul'20]  
Project – Identified available market in India | Developed fundraising approach

Work	<ul style="list-style-type: none"><li>Developed fundraising approach for ██████ researched on strategies adopted by <b>30+ startups</b></li><li>Cognized formal and informal supply of debt to MSMEs in India; identified <b>TAM</b> to be ██████</li><li>Performed a detailed <b>cost structure analysis</b> of fintechs and figured out customer-acquisition cost</li></ul>
Result	<ul style="list-style-type: none"><li>Forecasted 2025 B2B2C SMEs revenue at ██████; developed a <b>business model</b> using raw data</li></ul>
Initiative	<ul style="list-style-type: none"><li>Developed explainer materials for the startup idea; made <b>first ever video</b> for customer circulation</li></ul>

**VARDHAN CONSULTING ENGINEERS** | Financial Modelling Intern [Apr'20—May'20]  
Received a **Letter of Recommendation** from the **CEO** for exemplary performance and outputs

Work	<ul style="list-style-type: none"><li>Developed a <b>financial model</b> for solar plant to estimate annual <b>EBITDA</b> and net income for <b>10 years</b></li><li>Analysed the expenditure sheet to forecast equity <b>IRR</b> and <b>DSCR</b> considering cash flow for ten years</li></ul>
Result	<ul style="list-style-type: none"><li>Recognised <b>six risk</b> factors associated with Project Finance; suggested ways to mitigate the risks</li><li>Estimated cash flow for 10MW solar plant of CapEx <b>INR 30 Million</b> by identifying <b>14 parameters</b></li></ul>

**SPEEDLABS** | Architecture Improvement Ed-tech [Dec'18—Jan'19]  

- Effectuated new ideas to improve the **SEO** of the website, achieving a **20% increase** in the website activity
- Analysed software architecture from the perspective of user for preparation of various entrance examinations
- Created content for **7 topics** and curated practice tests to monitor the overall progress of the students

### POSITIONS OF RESPONSIBILITY

**MANAGER, MARKETING AND HOSPITALITY** | Techfest, IIT Bombay [Mar'19—Feb'20]  
Core team member at Asia's Largest Science and Technology Festival | **INR 74M+** Budget | **1,75,000+** footfall

Management	<ul style="list-style-type: none"><li>Led a 2-tier <b>team of 80+</b> to procure a cash budget of ██████ and overall budget of ██████</li><li>Inked hospitality and kinds deals worth ██████ (OYO, Colgate)   <b>15% reduction</b> in expenditures</li><li>Established an elite line-up of competitions with Shell, Oppo, etc.   <b>Prize Money – INR 5.2M+</b></li></ul>
Initiatives	<ul style="list-style-type: none"><li>Propelled key initiatives to <b>automate</b> vital operations for lodging; reducing <b>360+</b> man hours</li><li>Conducted financial literacy workshops with NISM   <b>4k+</b> students   Roped in ICICI Bank as sponsor</li></ul>
Development	<ul style="list-style-type: none"><li>Effectuated Int'l Summits on <b>Industry 4.0 &amp; Digital Media</b>   <b>500+</b> corporates   <b>1200+</b> students</li><li>Liaised with <b>Google</b>, Amazon Alexa to conduct <b>30+</b> workshops   <b>6000+</b> participants (+22% y-o-y)</li></ul>

**DEPARTMENT ACADEMIC MENTOR** | Student Mentorship Program (SMP) [Jun'20—Present]  
One out of 28 selected mentors among 100+ applicants based on **peer reviews**, **ethics**, and **overall standing**

- Counselling **8 department juniors** on one-to-one basis to cope up with academic pressure and co-curricular pursuits
- Developed Chemical D-AMP Blog; annexed novel content related to **50+** course reviews, project experience, and webinars

**CONVENER, ENERGY CLUB** | Institute Technical Council, IIT Bombay [Apr'18—Mar'19]  
Part of a 5 member 3-tier team entrusted with the task of executing technical events and workshops

- Conceptualised and executed the **first ever** field visit by Energy Club in **collaboration** with Godrej Green House
- Revamped the structure of Energize Quiz to make it more interactive leading to a **45% y-o-y** increase in participation

### ACADEMICS AND EXTRACURRICULARS

Scholastic Achievements	<ul style="list-style-type: none"><li>Among the <b>top 0.08%</b> students selected for the Indian Statistical Institute (<b>0.1M</b> aspirants) ['17]</li><li>Secured a position in the <b>top 0.37 percentile</b> out of <b>1.2M+</b> aspirants in JEE Mains ['17]</li></ul>
Technical	<ul style="list-style-type: none"><li>Visited <b>BPCL</b> refinery; studied the operations of <b>distillation column</b>, <b>CSTR</b> and other units ['19]</li><li>Ideated and executed GD on <b>electric vehicles</b> in collaboration with <b>KPIT Technologies</b> ['18]</li><li>Fabricated an electrical circuit using <b>logic gates</b>, <b>counters</b>, etc. to display 8x8 LED matrix ['19]</li><li><b>Softwares</b>: DWSIM, OpenFOAM, MATLAB, AutoCAD, Latex, MS Office, BlueJ, Audacity</li></ul>
Social	<ul style="list-style-type: none"><li>Designed a feasible and affordable sanitation facility for salt pan-workers at the Rann of Kutch ['20]</li><li>Established the <b>Guinness World Record</b> through solar energy awareness campaign ['18]</li><li>Recorded <b>15 hours</b> of audio books; completed <b>80 hours</b> of voluntary <b>social work</b> for NSS ['17-'18]</li></ul>
Sports	<ul style="list-style-type: none"><li>Bagged <b>Silver Medal</b> in Inter-Hostel Cricket Tournament competing with <b>10 hostels</b> ['18]</li><li>Nominated as the <b>Sports House Captain</b> of Loyola School leading <b>2500+ students</b> ['15-'16]</li></ul>
Others	<ul style="list-style-type: none"><li>Completing a <b>7-week</b> certified online course on <b>Financial Markets</b> by Yale University ['20]</li></ul>