



Om Jaiswal
Chemical Engineering
Indian Institute of Technology, Bombay

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B.Tech.
Gender: Male
DOB: 21-11-1999

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

SCHOLASTIC ACHIEVEMENTS

- Recipient of prestigious National Talent Search Examination (NTSE) scholarship | Qualified RMO with **State Rank 12** [15']
- Awarded Kishore Vaigyanik Protsahan Yojna (KVPY) fellowship with **AIR 497** | Awarded **National Top 1%** in NSEJS [15'-16']

POSITIONS OF RESPONSIBILITY

MANAGER, COMPETITIONS | TECHFEST, IIT Bombay [Mar'19 - Mar'20]

Felicitated with **Institute Organizational Colour** (1 among 6 out of 1000+) | Budget: **74+** Million | Footfall: **175,000+**

Management	<ul style="list-style-type: none">Remodelled flagship RC racing into 20-hr contest-cum-show Roped in World Rank 13 Budget: 1 M+Achieved 50% y-o-y footfall growth by landscaping new strategic venue and roping 4+ Int'l artistsRoped Univ's from China and Australia for 1st Int'l Micromouse Challenge; introduced digital scoringPartnered with Shell, L&T, OPPO and Bajaj for industrial competitions Prizes Worth: INR 5.2 M+
Outreach Initiatives	<ul style="list-style-type: none">Pioneered addition of Lucknow Zonal amplifying national reach 48% y-o-y increase in participationAdministered international qualifiers for 4 competitions in Madagascar, Nepal and China (1st time)Formulated Techfest Olympiad catering to school student, first time in Techfest Participation: 1400+

PROFESSIONAL EXPERIENCE

TATA PROJECTS | Operations Division | HPCL Rajasthan Refinery [Jun'20 - Jul'20]

Received '**Letter of Recommendation**' from Dy. General Manager for exemplary contribution to VGO – Hydrotreating Unit

- Fabricated PFD overview of hydrotreating unit on visual paradigm; mapped **utility systems** matrix with respective **P&ID's**
- Contrasted **Helixchanger** design with **14%** better heat transfer against theoretically simulated shell and tube exchanger
- Devised **standard operating procedure** of centrifugal pump; verified process data values for series arrangement of pumps

ARBOREUM | Strategy Intern | COO's office, Amsterdam [May'20 - Jun'20]

Worked on **market entry framework** with founding team of Dutch based fintech startup | Network based digital credit access

Work	<ul style="list-style-type: none">Implemented Quadrant Analysis for identifying 3 entry points; sized TAM-SAM of Indian credit marketExamined competitive landscape of India & sub-Saharan Africa proposing potential value proposition
Result	<ul style="list-style-type: none">Devised 5-year rigorous go-to-market strategy to forecast revenue at USD 47 M+ for ArboreumIdentified target base of 480 M+ users; sized Indian consumer and SME credit market at USD 17.8 B

CASE STUDIES & KEY PROJECTS

MX TAKATAK | SHARE IITD (Global Student Think Tank) [Jul'20]

Developed **market capture strategy** and business model for **MX TakaTak** to attract users and advertisers post Tik Tok ban

- Devised **pricing model** with estimated annual revenue at **USD 14 M**; elucidated higher engagements for **AI** generated feed
- Proposed rebranding focused on empowerment & viral marketing to capture Tier 2,3 cities; identified base of **105 M+ users**

CAMERA BASED COMPUTATIONAL APP | Institute Summer Technical Project [May'18 - Jun'18]

Working app was showcased in annual **ResTech Expo** and **ITSP Expo** in presence of **Dean SA** | Audience: **1000+**

- Developed **Android app** to display solution of equations utilizing phone's camera employing **NumPy** and **Newton's method**
- Implemented Optical character recognition (**OCR**) engine Tesseract on **python** based local server, fabricated on **Django**

WATER CRISIS | Course Project | Prof. N Sabnani, Industrial Design Centre [Mar'20 - Jun'20]

- Identified worst affected districts using Ground Water Board's **microdata**; devised **3-point** execution plan for Mulching
- Recommended **Mulching** after identifying user target and capital requirement estimate for **6** potential methods

EXTRACURRICULARS & ACCOLADES

Finance	Workshops: Quant Finance workshop on pricing derivatives using OLS regression & Time series analysis <ul style="list-style-type: none">Finance Bootcamp by Career Cell, IITBBlockchain & Cryptocurrency workshop by FinStreetCompleted course on Financial Markets with Honors certified by Yale University on CourseraParticipated under shadow program visiting Bombay Stock Exchange by Finance club, IIT Bombay
Cultural	<ul style="list-style-type: none">3rd position in Face Painting2nd position in PAFSpecial Mention in MUN as Pakistan delegateEnrolled for French Language Course offered by International Relation Office, Alliance Française
Social Impact	<ul style="list-style-type: none">Structured a series of Financial Literacy Workshops with NISM, ICICI Students impacted: 4,000+Outlined nation-wide free Bone Density screening test with Lions Club Screenings: 10K+ 50+ camps
Technical	Skills: Java, C/C++, R, Python, MATLAB, Android Studio, AutoCAD Courses: Algorithm Toolbox

Interests: Avid High fantasy reading, Trekking and travelling, 10+2 Maths problem solving