



Varsha Jain
Chemistry
Indian Institute of Technology, Bombay

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B.S.
Gender: Female
DOB: 03-12-1998

Examination	University	Institute	Year
Graduation	IIT Bombay	IIT Bombay	2021

FINANCE & PROFESSIONAL EXPOSURE

SUMMER ASSOCIATE | CONSULTING TEAM | FINANCEPEER PRIVATE LIMITED | Forbes 30 Under 30 company | Asia (May'19-Jul'19)
Recognised with a Letter of Recommendation from CEO of FINANCEPEER for the valuable contribution in business growth

Plan	<ul style="list-style-type: none"> Conducted user research for education loans via gathering information from stakeholders and analyzing survey data Structured a detailed user research report comprising 20+ efficient strategies & 10+ customer's persona mappings
Impact	<ul style="list-style-type: none"> Cracked deals worth INR 150+million through negotiation with prospective clients as a part of a three member team Strategy helped BD acquisitions to grow exponentially from 120 to 1800+ B2B partnerships in a span of 10 months Report presented and contributed in investor meeting for last round fund raise by providing next quarter strategy

BUSSINESS ANALYST | TAVAGA ADVISORY SERVICES PRIVATE LIMITED, INDIA | Financial robo-advisory platform (Dec'19)

- Studied **10+** financial advisory firms worldwide and extracted their business model, cost structure leading to better margins
- Formulated a pricing strategy by studying the **expense ratio** and profit pool of several Asset Management Companies
- Obtained **10-fold increase** in visibility on online platforms via **SEO** methods; Performed user acceptance testing for application

RESEARCH INTERN | NITIN MANGAL | SEBI registered Financial Research Analyst (Apr'20- May'20)

- Published** a report for **ET Prime** (under supervision) on the effect of pandemic on real estate, analyzing companies' financial data
- Reported misstatements for **3** companies by analyzing company and its subsidiaries' financial reports and **ratio analysis**
- Garnered & analysed data for agriculture & horticulture production for **7+ states** to study effect of locust attack on economy

CERTIFIED COURSES AND WORKSHOPS

- Python for Finance** | Udemy | Risk & return, multivariate regression, **CAPM**, MPT, Monte Carlo, option pricing
- Equity Portfolio Management** | **National Stock Exchange** | Modified & back tested momentum, pair, accrual & value strategy
- Level 5 diploma-Investment bank sales and trade** | London institute of banking and finance | Amplify
- Finance Bootcamp** | Learner's Space, IIT-B | Ratio analysis, Basics of **capital budgeting** (Enrolled for **CFA Level I** in Feb 2021)

POSITIONS OF RESPONSIBILITY

DEPARTMENT ACADEMIC MENTOR | STUDENT MENTORSHIP PROGRAMME, IIT BOMBAY (Apr'19-Present)

*Selected **twice** owing to portrayal of good mentoring skills and positive peer reviews*

- Guiding **6** sophomores to cope with academics and mentoring them to make informed decisions regarding available opportunities
- Working with a **16** member team to formulate quality content for Department Blog, **gaining 22k+ hits** in the first **3** months

FILM AND MEDIA SECRETARY | HOSTEL 10, IIT BOMBAY (Aug'18-Apr'19)

- Mentored & encouraged **200+** fresher with **33% y-o-y** increase in girls participation to showcase their performance in Freshiezza
- Managed the allocated funds worth **INR 0.5 million** optimally for various hostel cultural events together with 7 member council
- Spearheaded and directed the Hostel Contingent, while participating in the Inter Hostel Film General Championship 2018
- Part of **10** member team responsible for organisation of **FILM FEST IIT Bombay'19** involving movie screenings and workshops

ADMINISTRATIVE COORDINATOR | INFRASTRUCTURE, TECHFEST 2019, IIT BOMBAY (Apr'18-Dec'19)

- Led** a **15+** member team, planned site layout, supervised electric connection and infrastructure installation for eatery space
- Executed a one-day Solar Lamp workshop at IIT-Bombay and established a **Guinness Record**, targeting **5000+** school students

COMPETITIONS AND KEY PROJECTS

STRATEGY STORM 2020 | INTERNATIONAL SOCIAL BUSINESS CASE STUDY COMPETITION | IIT GUWAHATI | 6+ COUNTRIES (Dec'19)

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

- Forecasted sales, revenue, & expenses for the Mela & deduced products sourcing location to attain a profit margin of **27%**
- Developed **marketing strategy** to target low-income groups in accordance with social campaign of educating **20k** indigent kid

MARKET RESEARCH | SOLAR OVEN | COURSE PROJECT | PROF. B. K. CHAKRAVARTHY | SECURED (10/10) (Jan'20-Jun'20)

- Formulated convenient pricing, suggested **3** key design changes and estimated **customer conversion** across **7** customer segments
- Determined **4** viable distribution channels, performed **SWOT** analysis, competitor benchmarking to propose a marketing strategy

SCHOLASTICS

- Selected as visiting undergraduate to conduct research in **Computational Chemistry** by **Indiana University, USA** ('20)
- Recipient of **Scholarship of Higher Education (SHE)** under the **INSPIRE** Science programme of the Government of India ('19)
- Secured **9.42** and **9.29** SPI in 4th and 6th semester respectively; secured **(10/10)** in **11** courses offered by IIT Bombay

SKILLS AND ACCOLADES

Extracurricular	<ul style="list-style-type: none"> Awarded Institute Cultural Special Mention for an extraordinary contribution in cultural activities ('19) 2nd runner up position, Film Inter IIT Cultural Meet ('18) 1st position, Best direction & Concept Sophomore Film Championship ('18) 1 year training, Volleyball National Sports Organisation ('17)
Social	<ul style="list-style-type: none"> Participated in MYNA Speaks -Creating new norms around Period Management conference ('19) Volunteered for Robbin Hood Army Organisation's food distribution drive for slum by Abhyuday ('19)
Skill and Hobbies	<ul style="list-style-type: none"> C++, Python, MOLDEN, Technical indicators, Adobe Premiere Pro, AutoCAD, SolidWorks & Office Writing short quotes, reading about mid-eastern history, dancing, skating, trading on virtual platform

Scholastic achievements and extracurricular activities are not verified by the Placement Cell