

Vashisth P Patel

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Professional Summary

Master's in management student with **end-to-end project ownership experience in a startup**. Improved onboarding conversion from **1%→30%** through **data-driven funnel optimization**. Skilled in quickly understanding new processes, applying **first-principle problem solving**, and delivering results under pressure. Strong background in **market research, operations, and strategy projects**, with the ability to move from analysis to execution in fast-paced environments.

Education

EBS University for Business and Law, Oestrich-Winkel, Germany	Aug 2024 - July 2026
Master of Science in Management	
Planned Thesis: "Service-as-a-Software (SaaS) – Measuring Business Model Innovation in Emerging Tech Startups"	
S P Jain Institute of Management and Research, Mumbai, India	Dec 2023 - June 2024
Global Management Programme, Dean's Honor List (#2 rank)	
Indian Institute of Technology Gandhinagar, Gandhinagar, India	Aug 2019 - June 2023
Bachelor of Technology in Materials Science and Engineering	

Professional Experience

Physics Mind Boggler - Startup platform connecting industrial projects with research experts.	Feb - May 2025
Researcher Acquisition & Strategy (Startup, Remote, Working Student)	
<ul style="list-style-type: none">Owned end-to-end onboarding project; redesigned outreach funnel and boosted conversion from 1%→30%, leading to 4 project placements from 16 onboarded experts.Built and maintained Excel dashboards to track KPIs, funnel bottlenecks, and channel effectiveness; reported insights directly to the founder.Conducted 100+ candidate interviews, contributing to recruiting and organizational growth.Integrated Zoho CRM and spreadsheets to manage pipeline data and ensure accuracy for reporting.	
Applied Consulting Projects (EBS University)	
Circular Economy Strategy - MedTech Client	

- Built Excel **revenue forecast and breakeven model** for a recycling pilot; projected **85% recovery rate** and quantified **CO₂ savings**.
- Delivered a **go-to-market roadmap** and cost-sharing framework presented to client leadership.

Battery Tech Investment Evaluation	Aug - Dec 2024
<ul style="list-style-type: none">Built a market evaluation framework for an investor seeking high-potential solid-state battery startups; analyzed 626 EU firms (Tracxn + Excel), shortlisted 6, and conducted due diligence on the finalist.Produced an ecosystem map and structured Excel/PowerPoint reports with investment recommendations.	

Technical & Language Proficiency

- Languages:** English - C1 (Business Fluent), German - B1 (Conversational)
- Technical Skills:** Excel (Advanced - Pivot Tables, Lookups, Macros), Power BI (Intermediate - dashboards & reports), SQL (Intermediate - JOIN, GROUP BY, CTEs), Python (Intermediate - Pandas, NumPy)

Certifications

- Management Consulting Specialization** (Emory, 2024)
- Project Management 24 PDUs** (PMI Partner, 2024)

Awards & Achievements

- Fraunhofer IPT Hackathon (Aachen, Jul 2025):** Built Python + Arduino sensor prototype with live dashboard; won Outstanding Performance Certificate with MTU Aero Engines.
- CAT 2023:** 98.3 percentile (99.7% Quant) – India's top MBA entrance exam.