

# Amit Grewal

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## EDUCATION

**Michigan State University**, East Lansing, MI

May 2023

**Broad College of Business**

*Bachelor of Arts, Accounting*

*Minor in Information and Communication Technology and Development*

Major GPA: 4.00/4.00; Cumulative GPA: 4.00/4.00; Anticipated Credits: 163/120

Dean's List: Fall 2019, Spring/Summer/Fall 2020

## RELATED EXPERIENCE

**Grewal Consulting**, Muir, MI

2014 – Present

*Chief Consultant; Corporate Strategy, Legal, & Technology Departments*

- Sustainably increased annual revenues by 15% or more for multiple clients, ranging from \$250,000 to \$7.3 million in annual gross receipts, through innovative strategies:
  - Turned a failing rural gas station into the region leader through margin-focused planning, doubling net annual profit in less than four years
  - Resharpened a suburban liquor store's focus on core products to double net annual profit in 28 months, almost tripling net annual profit after 36 months
- Led acquisition projects ranging between \$120,000 and \$1.25 million
  - Decreased acquisition price and financing costs while increasing financed sums through precise research and strategic negotiation.
  - Average acquisition discount of 12%, financed at 4%-5% interest on average vs industry average of 6%-8%
- Drafted and reviewed key legal documents to ensure legality, minimum liability, and most favorable terms
  - Saved fourteen clients a combined sum of over \$450,000 through my legal consulting combined with final examination by licensed attorneys
- Deployed high-performance technology solutions to improve business flow, security, and data analysis
  - Decreased customer wait times by 20% during normal operations and 70% during busy hours through new point-of-sale and back office computing systems, while also increasing profits with smart inventory control and trend spotting through analysis of each system's data

**Amant Petroleum L.L.C.**, Muir, MI

*Assistant Manager*

June 2014 - Present

- Organized a team of 5-11 employees to increase productivity while reducing employee hours by 30%
  - Employee productivity increased by 200% through motivation and holistic training, thus allowing work hours to be cut back and increasing work-life balance
- Managed store operations regularly during manager absences, ensuring continuity and stability
- Ensured smooth business operations by covering for sick employees and quickly recruiting quality workers

*Customer Service Representative*

August 2011 – June 2014

- Gathered feedback from customers and employees to design and improve business processes, decreasing wasted time by 45 minutes per eight-hour shift
- Kept business location operating continuously through inventory management and clean workspaces, resulting in zero at-fault downtime

## ACTIVITIES, HONORS & SKILLS

MSU Finance Association, *Member*

Aug 2019 – Present

MSU Volunteer Income Tax Assistance Program, *Member-in-Training*

September 2020 – Present

Languages: English, *Native*; Punjabi, *Native*; French, *Basic Fluency*

Other Skills: x86 systems, GitHub, Python, R, SQL, Power BI, Arduino IDE, Windows, Office