



ARYAN RAE

Course : **B.E.**, Mechanical Engineering, 2026
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 CGPA : 7.39



ACADEMIC DETAILS

COURSE	INSTITUTE/COLLEGE	BOARD/UNIVERSITY	SCORE	YEAR
CLASS XII	RN Podar High School, Mumbai	CBSE	92.4 %	2022
CLASS X	Podar International School, Mumbai	CBSE	97 %	2020

Subjects / Electives	Engineering Optimization, Business Analysis and Valuation, Supply Chain Management
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WORK EXPERIENCE

Product Intern, Delightful Gourmet Private Limited (Licious)	Aug 2025 - Dec 2025
<ul style="list-style-type: none"> Rolling out FIFO rotation for 3-day value-added SKUs across plant to dark stores with batch/age tagging, shelf sequencing, and scanner prompts—aiming to cut write-offs and lift compliance. Designing demand-aligned replenishment and right-sized batch/cut-off windows under FIFO constraints, plus a near-expiry playbook (markdowns, channel re-routes) to reduce wastage and improve same-day sell-through. Authoring the Cluster-based Fulfilment FAQ & operating playbook—codifying zoning logic, inter-node transfers, SLAs, and escalation paths—to standardize processes and speed onboarding across clusters. 	
Product Intern, GoSharpener	Jan 2025 - Mar 2025
<ul style="list-style-type: none"> Estimated Total Addressable Market (TAM) for GoSharpeners SaaS Report Cards for Sustainability, projected to range from 107.37 Crore to 131.23 Crore, based on digital board adoption, solar panel usage, and participation in the Green School Program. Estimated Serviceable Addressable Market for Sustainable Products and Services, with a projected range of 425 Crore to 520 Crore. 	
Product Intern, Suvarna Consulting	Aug 2024 - Oct 2024
<ul style="list-style-type: none"> Conducted market research on economic trends, competition, and demand for ISO consultancy, informing business development strategies. Designed client acquisition strategies, built a 1.5 lakh client database, and suggested optimized digital marketing strategies across all social media platforms, to boost engagement and visibility in Hyderabad and Chennai region. 	

PROJECTS

Valuation of Tata Consultancy Services - Finance, Analytics	Feb 2025 - May 2025
<ul style="list-style-type: none"> Conducted a DCF valuation, projecting cash flows for a 5-year planning period, including financial statement analysis, common sizing, and prospective analysis to assess the firm's future value. Calculated the cost of capital for the company by determining the cost of equity, cost of debt, and using regression for beta equity, contributing comprehensive financial model that included market and book value estimates. 	
Optimal Portfolio Construction Using Multi-Asset Allocation - Finance, Analytics	Feb 2025 - Mar 2025
<ul style="list-style-type: none"> Built an efficient frontier and identified the tangency portfolio using Markowitz MPT for a 5-stock domestic portfolio, achieving a Sharpe Ratio of 1.32 and an expected return of 38.8%. Extended the model with SPY and Gold ETFs, analysing global diversification; however, the international portfolio yielded a negative Sharpe Ratio (-0.31) due to poor return-risk tradeoff. 	

ACHIEVEMENTS

Bidstorm '25	Apr, 2025
1st Place out of 235 teams at BIDSTORM, NALSAR University, Winnow'25, leading a team of 5 from BITS Hyderabad to secure a 25,000 cash prize for exceptional strategic analysis and presentation on RouteNova, a transport and logistics company.	
Case Crackdown	Feb, 2025
Top 7 Teams out of 300 teams in Case Crackdown, BITS Pilani Goa Campus; led a team to present a solution for a quick commerce startup.	

CONFERENCES AND WORKSHOPS

Conference Delegate	
Organized by: Mechanical Engineering Department, NIT Warangal Date: Jan 2026	
Developed nano-magnetite-enhanced phase-change microbeads for energy storage; presented at ICTSE 2026 (NIT Warangal).	
Conference Delegate	
Organized by: Harvard Project for Asian and International Relations Date: Aug 2024	
Selected as 1 of 300 Indian delegates from 50,000+ applicants to represent BITS Pilani and India at conferences in Bangkok and Boston.	