



Tanishq Prashant Khaire
Metallurgical Engineering and Materials Science
Indian Institute of Technology Bombay

22B2533
B.Tech.
Gender: Male
DOB: 29/06/2004

Examination	University	Institute	Year	CPI / %
Graduation	IIT Bombay	IIT Bombay	2026	

Pursuing a Minor in Management from Shailesh Jay Mehta School Of Management, IIT Bombay

SCHOLASTIC ACHIEVEMENTS

- Currently holding the **Department Rank 13** out of **130+** B.Tech students in the MEMS Department (2024)
- Secured **99.54** percentile in JEE Main among **1 million+** candidates and ranked top **2.3%** in JEE Advanced(2022)

PROFESSIONAL EXPERIENCE

LEO1 | Merchant Partnerships Intern (May'24 - July'24)

Financial SaaS for educational institutions, streamlining fee collection through incentivization of advance student payments

Operations	<ul style="list-style-type: none">Partnered with 50+ team members to onboard merchants for over 10 educational institutesOnboarded over 30 food outlets in Jaipur, Bhopal and Indore expanding the merchant networkReduced turnaround time by 80% through streamlining Merchant ID creation procedure
Strategic Partnerships	<ul style="list-style-type: none">Generated 20+ Merchant IDs and oversaw 100+ transactions in collaboration with EasebuzzDeveloped and implemented standard operating procedures for POS machine deploymentConducted market research and partnered with Taskmo agency to onboard 100+ restaurants

POSITION OF RESPONSIBILITY

Vice Captain | Institute Cricket Team, IIT Bombay (Jan'24 - Present)

- Managed** and led a squad of **40+** players, overseeing and organizing **10+** weekly hours of **practice sessions**
- Captained** a team of **20** members to the **semi-finals** in Cricmania, facing **130+** players in over **4** matches
- Organized Cricket GC, managing **logistics** and **operations** over **4** weeks, for **10+** teams and **200+** players
- Organized and managed Cricmania with a budget of **INR 75K**, coordinating **150+** players and **15+** matches

Cricket Sports Head | Aavhan, IIT Bombay (Jan'24 - May'24)

- Ideated and conducted a cricket tournament with **INR 1.2 lac** budget, featuring **10+** teams and **15+** matches
- Collaborated with a team of **25+** members to organize a tournament that attracted **500+** players nationwide
- Successfully attracted and negotiated a **sponsorship deal** worth over **INR 50,000** for Aavhan Cricket tournament

KEY PROJECTS

Facebook | Course Project | Marketing Management, IIT Bombay | (Prof Arti Kalro) (Aug'23 - Sep'23)

- Presented Facebook's **Business Model**, **Revenue Strategy**, **Advertising** approach and major **Controversies**
- Analyzed Facebook's **20 year** history, **20+** privacy issues and **10+** methods for brand **campaign planning**

JSW Business Report | Course Project | Management, IIT Bombay | (Prof Ashish Pandey) (Mar'23 - Apr'23)

- Studied JSW's **Organizational Structure**, **Growth Strategies**, **SWOT** analysis and **Product Mix** in-depth
- Analyzed **15+** metrics to identify **growth opportunities**, strengths, weaknesses and threats for JSW Group

Aggregate Planning | Course Project | Operations Management, IIT Bombay | (Prof Rahul Patil)(Apr'24 - May'24)

- Analyzed production** and **inventory** challenges for a Brazilian ice cream manufacturer with seasonal demand
- Evaluated **3** aggregate planning strategies and implemented a **6-decision variable** model for production planning

The Big Idea | Course Project | Marketing Management, IIT Bombay | (Prof Dinesh Sharma) (Oct'23 - Nov'23)

- Conducted an analysis of a Harvard Business Review paper on how **branding** works in the age of social media
- Evaluated **15+** examples of how **cultural branding**, rise of crowd culture and social media drive brand growth

EXTRACURRICULAR ACTIVITIES

Sports	<ul style="list-style-type: none">Part of the Institute Cricket Team Camp for the 56th Inter-IIT Sports Meet (2023)Highest Run Scorer in 1500+ freshers in Freshers Cricket League, IIT Bombay (2023)Emerged victorious in the U-14 Cricket tournament hosted by BK Birla Centre, Pune(2016)Secured championship victory in the U-14 Cricket tournament hosted by PG club(2016)Underwent a rigorous year long training program in Cricket under NSO, IIT Bombay(2023)
Speaking And Cultural	<ul style="list-style-type: none">Ranked in the top 3 Best Delegates out of 50+ participants in MUN sessions at PIS (2018)Mastered keyboard skills, showcased talent performing in front of 1k+ audience (2018)
Miscellaneous	<ul style="list-style-type: none">Developed a strong foundation in Consulting and Finance through Learners Space (2023)Contributed to a Charity Drive, collecting INR 10,000 in funds for Blind people (2014)