

Pursuing a **minor degree** in **Management** at Shailesh J. Mehta School Of Management, IIT Bombay

## Scholastic Achievements

- Currently holding the **Department Rank 10** out of **130+** B.Tech students in the MEMS Department [Present]
- Ranked amongst the top **0.1 percent** of candidates in the **International Olympiad Of Mathematics** ['15]

## Positions of Responsibility

**Startup Relations & Partnership Head** | *The Entrepreneurship Cell, IIT Bombay* [Apr '23 - Present]  
*Part of a 23-membered core team of Asia's largest student run E-Cell* | Budget: **INR xxM** | Patronage: **UNESCO, NEN**

<b>Leadership Role</b>	<ul style="list-style-type: none"><li>• Spearheading <b>Eureka!</b>, Asia's largest business model competition; <b>15k+</b> entries; Prizes: <b>INR 10M</b></li><li>• Led the functioning of a startup community; <b>30+</b> funded startups; <b>20+</b> VC firms; <b>200+</b> corporates</li><li>• Leading a <b>2-tier</b> team of <b>180+</b> students to execute <b>3</b> international, <b>7</b> national, <b>30+</b> institute events</li></ul>
<b>Negotiation Skills</b>	<ul style="list-style-type: none"><li>• Cemented <b>10+</b> govt ties, including <b>Startup India &amp; Niti Aayog</b>, to foster growth of <b>500+</b> startups</li><li>• Secured deals worth <b>INR xM</b> with <b>15+</b> firms including <b>Hubspot &amp; Google Cloud</b>, a <b>33%</b> y-o-y increase</li><li>• Partnered with <b>TiE Global &amp; Wadhvani Foundation</b> to get aid worth <b>INR xxM</b> for <b>60+</b> startups</li></ul>
<b>New Initiatives</b>	<ul style="list-style-type: none"><li>• Instated E-Cell's first <b>startup accelerator</b> to facilitate funding opportunities for embryonic ventures</li><li>• Pioneered a <b>24/7 Mentorship Platform</b>; onboarded <b>300+</b> mentors to connect with enterprises</li><li>• Restructured Entrepreneurship Olympiad from online to an offline exam; expected to reach in <b>100+</b> cities</li></ul>

**Institute Finance Convener** | *Undergraduate Academic Council, IIT Bombay* [May '22 - Mar '23]  
*Worked in an 8-membered team catering to the interests of over 10k+ students in the fields of Finance & Economics*

- Secured sponsorships worth **INR xx M+** from **10+** firms including **Kedaara Capital, World Quant & Polygon**
- Established the **Investment Team** of IIT Bombay; portfolio worth **INR xL**; secured **300%** y-o-y increase in capital

## Professional Experience

**Crypto Research Intern** | *Policy 4.0* [Aug '22 - Nov '22]

- Analysed **3AC's** financial, operations & governance framework and determined **4+** primary factors for its bankruptcy
- Scrutinised **asset & revenue models**; mapped lending practices of major firms to unfold the **\$1Tn** crypto contagion
- Devised **risk management strategies** for crypto products utilising legal policies, financial data, and post-contagion consequences

**Product Management Intern** | *TartanHQ* [Feb '23 - Apr '23]

*Doc-Ray.AI API uses optical character recognition (OCR) and machine learning to extract data from payslip documents*

- Identified market-need for a product, **DocRay.AI**; it helped businesses save **15%** of time; decreased errors by **20%**
- Interviewed **10+** clients to gather feedback, designed a feature allowing users to integrate it on other CRM systems

## Key Projects

**Entrepreneurship Project** | *SARC Tank* | *Student Alumni Relations Cell* [Jan '22 - Mar '22]

*Forged a **Bike Ambulance** service to ensure prompt medical assistance; selected for evaluation by **SINE incubator***

- Attained **Product-Market fit** by performing demographic analysis via **15** interviews & survey of **500+** customers
- Outlined the operational model & revenue strategies for the service; delivered training program for **50+** paramedics

**Equity Research** | *5 Paisa Capital Ltd.* [Sep '22 - Oct '22]

- Identified **3** major **investment** opportunities in Indian Retail, monitored its competitive landscape & future trends
- Recommended **Avenue Supermarts** as backed by equity report for its growth, strong **ROCE**, and expansion plans
- Benchmarked the stock against its peers on **operating margin**, **ROE**, **inventory turnover**, **EPS**, and **D/E ratio**

**Options Pricing & Trading Strategies** | *FPL Technologies* [Jun '22 - Aug '22]

- Implemented the options pricing models like Binomial & Black Scholes Model using the Numpy & Pandas libraries
- Backtested equity shares using past 2 years of data; achieved total accuracy of **98.79%** in predicting options prices

## Extracurricular Activities

<b>Speaking</b>	<ul style="list-style-type: none"><li>• Won the <b>best delegate</b> award in <b>Entre-MUN</b> conference; <b>300+</b> participants; <b>7+</b> committees</li><li>• <b>Interview:</b> Chief Economic Advisor of India; <b>Host:</b> CEO of Pharameasy; <b>Mentor:</b> Finsearch</li></ul>
<b>Misc.</b>	<ul style="list-style-type: none"><li>• Bagged <b>1st</b> place in National <b>ABACUS</b>, Mental Arithmetic Competition; <b>1000+</b> participants</li><li>• Holding a <b>Department Rank of 10</b> out of <b>130+</b> B. Tech students in the MEMS Department</li></ul>
<b>Social</b>	<ul style="list-style-type: none"><li>• Organised the charity Powai Zero waste run; participation of <b>2000+</b>; attended by <b>60+ CXOs</b></li><li>• Cleared <b>2.5 tonnes</b> of garbage with <b>300+</b> volunteers in the <b>Powai Lake Cleanup Campaign</b></li></ul>
<b>Technical</b>	<ul style="list-style-type: none"><li>• <b>Skills:</b> C++, Python, R, MATLAB, LATEX, Adobe Illustrator, MS Word, Excel, Powerpoint</li></ul>