



Avishi Agarwal
Mechanical Engineering
Indian Institute of Technology, Bombay

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B.Tech.
Gender: Female
DOB: 11-12-2000

Examination	University	Institute	Year	CPI / %
Graduation	IIT Bombay	IIT Bombay	2023	

SCHOLASTIC ACHIEVEMENTS

- Awarded a change of branch (**top 9%** students) for exemplary academic performance; secured **9 AA** grades till date
- Pursuing a **minor** degree in **Management** from Shailesh J. Mehta School of Management, IIT Bombay

POSITIONS OF RESPONSIBILITY

Core Group Member, Marketing | Mood Indigo 2021

[Apr'21-Present]

Asia's largest college cultural festival | Net Worth: **INR XX Million** | **146,000+** footfall | **240+** events

- Pursuing a target of **INR XX Million+** cash through corporate sponsorship and **INR XX Million+** worth of media deliverables
- Spearheading a **2-tier** team of **200+** volunteers to ensure seamless on-ground execution and enhanced sponsor experience
- Procured sponsorship worth **INR XX Million+** till date across Education Technology, E-Commerce & nascent sectors like NGOs

Key Initiatives:

- Achieved a **XX% YoY** increase in sponsor conversions by introducing **ROI** driven proposals & digital integrations in **CCP App**
- Pioneering a data-driven model to implement **India's first fully digitized** cultural festival using **RFID** & eliminating print media
- Conceptualised and launched **MI Store**, a gamified e-commerce platform for promoting **XX+** small **Instagram businesses**

Institute Finance Convener | Undergraduate Academic Council

[May'20-Mar'21]

Selected among **4** out of **100+** applicants, representing interests of **4500+** undergraduates in finance

- Instituted the IIT Bombay **Investment Team** with **40+** members to develop a diverse portfolio spanning **7** sectors
- Orchestrated the **first** edition of FinFest – **Pan-IIT** finance competitions & panel discussions reaching **30K+** students
- Established a **global fintech network** with **10+** universities across **five** countries to stimulate exchange of ideas

PROFESSIONAL EXPERIENCE & TRAINING

Strategy Intern | IBM

[Jan'21-Feb'21]

Awarded a **letter of recommendation** by the Senior Partner for exemplary performance in the IT Consulting division

- Outlined a **business framework** that organizations can use to emerge post COVID-19 by analyzing **7 key imperatives**
- Researched personalised marketing strategies of companies like **Amazon, Netflix** and **Spotify** spanning **10+** industries

Junior Member | SHARE, IIT Bombay

[Aug'20-Mar'21]

Member of a Global Leadership Program with **2500+** members from **100+** universities across **44** countries

- Completed a training program on communication, problem-solving & case study analysis by **ex-McKinsey** consultants
- Analyzed the **growth potential** of **electric two-wheeler** industry in India; forecasted a **CAGR** of **87%** over FY 2020-25
- Identified battery and fuel prices as **key drivers**; inadequate infrastructure and FAME-II scheme as **impediments**

KEY PROJECTS

Manch 4.0 | Deutsche Bank

[Dec'20-Apr'21]

- Investigated **15+ NBFCs** and **HFCs** that went bankrupt in recent years and examined their **default** and **recovery status**
- Reported **NPA ratios**, credit ratings and net lending to weak companies by analyzing annual loan books of **40+** Indian banks

Oculus | Institute Technical Summer Project

[May'20-Jul'20]

- Devised an assistive text reader, dictator & Wikipedia search platform to serve as an **aid** for **visually impaired** people
- Achieved an **efficiency** of **95%** in optical character recognition through perspective transformation and thresholding

Design of Docking Stations | Course Project (Guide- Prof. Ramesh Singh)

[Mar'21-May'21]

- Proposed and efficiently modelled a docking mechanism for laser heads used in robotic repair to **minimise damage**
- Optimised the spring constant and location by running multiple simulations on **Ansys**; reduced maximum stress by **60%**

EXTRA-CURRICULAR ACTIVITIES

Competitions	<ul style="list-style-type: none"> Secured 1st position out of 900+ participants pan India in Aavhan's Case Study Competition [2021] Secured 1st position among 180+ participants in National Stock Pitch Competition [2020]
Cultural	<ul style="list-style-type: none"> Performed in front of an audience of 1500+ in the Post Graduate Convocation Ceremony [2020] Qualified Grade 5 certification in western vocal music under Trinity College, London [2018] Secured 3rd position in national level inter-school acapella singing competition [2018]
Social Work	<ul style="list-style-type: none"> Volunteered at HOPE, a Kerala based NGO, to amplify the reach of their social media [2021] Initiated a fundraiser campaign for Covid-19 affected families; 10+ events, 15+ celebrities [2021]
Miscellaneous	<ul style="list-style-type: none"> Attended GGI Policy Consulting Masterclass conducted by former strategic advisors to GOI [2020] Anchored in the Freshmen Academic Orientation attended by 1000+ incoming freshmen [2020] Awarded Best Speaker award at inter-school debate tournament among 100+ participants [2018]