

Pursuing a minor degree in **Entrepreneurship** from the **Desai Sethi School of Entrepreneurship**, IIT Bombay

SCHOLASTIC ACHIEVEMENTS

- Secured **rank 7** in the competitive **Goa Common Entrance Test** among **0.1 million+** registered candidates [2022]
- Achieved state **rank 2** in Class 10 in the **ICSE** Board Examination showing exceptional academic performance [2020]

PROFESSIONAL EXPERIENCE

Business Analyst | Goa Tourism Development Corporation | Government of India [May' 24 - Jun' 24]

*India's second-largest tourism department by revenue and tourist footfall; governed by the **Ministry of Tourism***

- Collaborated with **KPMG Advisory Services** to develop comprehensive **tourism policies** for the state of Goa
- Drafted **India's first-ever** Cruise Tourism Policy for Goa after researching **10+** international cruise tourism policies
- Conducted in-depth analysis of **5+** tourism policies from various states targeted to increase tourist footfall by **20%**

Growth & Strategy Intern | Angle Advertising [Jun' 24 - Present]

- Acquired **3+** clients by creating a **threefold strategy** to effectively expand the firm's reach in the technology domain
- Contributed to the events portfolio by creating **10+** key metrics targeted to boost **3+** events for the acquired clients

POSITIONS OF RESPONSIBILITY

Manager | **Consult and Management Club** | Undergraduate Academic Council, IIT Bombay [Apr' 24 - Present]

*Leading a team of **5**, fostering interests in the fields of **Consulting** and **Management** among **10K+** IITB students*

- Restructured and repurposed the **Consulting Core Group**, a pro-bono consultancy, leading a team of **30** students
- Spearheading the formation of **IIT Bombay Casebook** with **50+** cases to help **1.4K+** students with placements
- Conceptualizing **Bona Consillia**, a national level case competition with **8+** industry projects
- Introducing a **website** for Consult Club to increase the reach of the club by **200%** and provide necessary resources
- Conducting **Ten Minute Case Challenge**, a case competition in collaboration with **Blinkit**

Department Academic Mentor | Student Mentorship Program, IIT Bombay [May' 24 - Present]

*Selected to be a part of **31-member** team based on ethical assessment, SOP, peer reviews and a rigorous interview process*

- Mentoring **6** sophomores with their academic and co-curricular pursuits, providing credible counsel for personal issues
- Assisting execution of initiatives to promote student interaction and smooth academic functioning in the department

Finance Club Convener | Undergraduate Academic Council, IIT Bombay [May' 23 - Apr' 24]

*Worked in an **8-member** team, catering to the diverse interests of **10K+** IITB students in **Finance** and **Economics***

- Secured sponsorship from **10+** firms including, **IMC Trading**, **Jane Street**, and **WorldQuant**
- Compiled the **first-ever** introductory **Equity Research Guide** to facilitate the learning of Indian equity markets

WORKSHOPS AND KEY PROJECTS

Women in Markets | Barclays [Oct' 23]

- Selected from over **200** candidates to visit the **Barclays India office**, gaining exposure to live **sales and trading**
- Engaged in training sessions, gaining insights into **financial markets**, research, and products like **bonds & options**

Equity Research Competition | Finance Club [Aug' 23 - Sep' 23]

- Extensively analysed the Indian Beverage Industry by studying **5** growth drivers, **7 KPIs**, and **3+** business models
- Proposed **4** avenues for strategic expansion by analysing the split between **CapEx** and **OpEx** in the Indian market

Personal Finance and AI | Entrepreneurship Course Project | Prof. Anu Narasimhan [Sep' 23 - Nov' 23]

- Identified **3** white spaces in the personal finance sector and projected a **TAM** for the venture's growth
- Utilized a **feedback mechanism** in a customer discovery process with **30+** diverse participants to gather insights

EXTRA CURRICULAR ACTIVITIES

Culturals	<ul style="list-style-type: none">• Ideated and led 15+ competitions in the music genre during the 53rd Mood Indigo• Emceed the elimination round in Pune with 1000+ participants and 10+ competitions
Sports	<ul style="list-style-type: none">• Achieved 3rd place in the State level Chess tournament and 2nd position at District level• Undertook year long rigorous training in Yoga under the National Sports Organisation
Social Work	<ul style="list-style-type: none">• Provided educational support, mentorship to underprivileged girls at Matruchaya NGO• Recycled 2500+ kg of waste in the world's biggest beach clean-up drive at Versova
Journalism and Speaking Arts	<ul style="list-style-type: none">• Delivered the fresher's orientation for Finance Club before an audience of 1400+ students• Co-authored Mirage, annual Magazine of Mood Indigo reaching 60K+ readers in Mumbai