

PROFESSIONAL EXPERIENCE

EY-Parthenon | Summer Associate | Strategy Consulting [May'24 - Jun'24]

Enhanced highway non-fuel retail operations for a leading Oil & Gas PSU in India, thereby optimizing customer experience

- Identified **8+** growth & business opportunities by analyzing **10+ industrial & demographic** factors within the catchment area
- Conducted comprehensive **cost estimation** for **Integrated Facility Management** using digital & technological advancements
- Researched about **10+** top-rated highway side amenities worldwide and explored their potential for implementation in India

IDBI Bank | Management Trainee [Jun'24 - Jul'24]

Enhanced credit off-take & gained comprehensive banking insights in retail assets, credit solution centre & corporate banking

- Authored a detailed report on **6+ Branch Banking** facets, including operations, customer relationships & wealth management
- Acquainted with Forex viz **Treasury Operations & Trade Finance** along with Non-Fund based facilities like BG, LC, and LER
- Explored details about **8+ Collection, Recovery**, and **Legal** measures undertaken by a bank for efficient credit risk mitigation

Speezy | Business Operations Intern [Feb'23 - Jun'23]

Received National recognition on CNBC TV18, enhancing brand sponsorships | Raised total funding INR600k+ through IoE

- Optimised campus association funds of **10+** brands like SBI, Zoho, TVF, McD, etc. through **ROI-driven** marketing strategies
- Associated with Global healthcare events like **WDWF** at the **G20 Summit 2023** and the Healthcare Summit by the **IITBAA**
- Secured funding for **IITK's Antaragni** and procured a total sponsorship worth **INR 100k+** through **4** brands for **5** events

POSITIONS OF RESPONSIBILITY

Vice President | Internal Affairs & Public Relations | ShARE, IIT Bombay [Apr'24 - Present]

Global Leadership Program: 2700+ students, 130+ top universities, and 50+ countries | Global Mentor: Tony Blair, Former UK PM

Leadership	<ul style="list-style-type: none"> Spearheading a team of 45+ student consultants to train across 40+ sessions & execute 6+ live projects Established a senior student consultant team to lead Startup Projects and Research & Analysis Wing
Initiatives	<ul style="list-style-type: none"> Organising a Future Leaders Conference - ShARE's flagship event, engaging 4k+ students & professionals Executed a sponsored institute-wide Case Competition Prize pool worth INR 1.5 Lakhs 400+ participants
Management	<ul style="list-style-type: none"> Fostered professional growth & interdisciplinary collaboration by end-to-end execution of weekly meets Established network among 20+ Indian ShARE chapters to organise 10+ 'Do Well Do Good' themed events

Events Coordinator | Student Alumni Relations Cell [Jun'23 - Apr'24]

Selected among 5 out of 250+ applicants, fostering and strengthening relations between 65k+ alumni and 10k+ students

- Organized **SARCathon**, a **pan-IIT** competition with **5k+** participants from **7 IITs**, offering prizes & incentives worth **INR 2 Lakhs**
- Coordinated in the seamless execution of **Alumination** - SARC's flagship fest, catering to **2000+** students & **200+** alumni

KEY PROJECTS

SenseQube | Startup Consulting Project [Jan'24 - Apr'24]

IoT and Geospatial AI technology-driven start-up | Formulated a data-driven approach to penetrate target market segments

- Developed a detailed **Go-To-Market (GTM)** strategy for the **Agri-Tech** startup by analyzing **8+** global **IoT** trends in agriculture
- Identified a **market size** of \$40 billion and worked out **PESTEL & Porter's Five Forces** frameworks to understand the industry
- Performed **competitor analysis** by assessing **12+** startups & delivered **5+** actionable insights for improved market positioning

Samsung - Management Analysis | Course Project [Feb'23 - Mar'23]

Guide: Prof. Mayank Pareek | Shailesh J. Mehta School of Management, IIT Bombay

- Analysed Samsung's **market strategy** in depth, identifying innovative product launches to boost its market share by **25%**
- Identified **15%** revenue growth and **10%** cost reduction through a strategic analysis of Samsung's Global business model
- Evaluated **7 circular economy** initiatives, which resulted in a **97%** waste recycling rate and a **10%** reduction in carbon footprint

EXTRACURRICULARS & ACCOLADES

Inter IIT & Cultural	<ul style="list-style-type: none"> Secured Gold in Culinary Arts at the Inter IIT Cultural Meet 6.0 as part of a 6-membered contingent Trained in Indian classical vocals, advancing through 2 out of 6 stages towards a Bachelor's in music 	['23] ['17]
Case Competitions	<ul style="list-style-type: none"> Received Special Mention in 'CARNage' Top 4 out of 200+ participants Theme: CRM, AI & RevOps Engaged in 'Accenture Strategy Connect', analyzing business problems & developing strategic solutions 	['24] ['23]
Social	<ul style="list-style-type: none"> Participated in Abhyuday's Versova Beach cleanup to remove 3000+ kgs of trash with 300+ attendees Volunteered in food distribution drive catering to 200+ people led by Abhyuday & Robin Hood Academy 	['23] ['23]
Miscellaneous	<ul style="list-style-type: none"> Graduated from the Abacus & Mental Arithmetic (UCMAS) program, completing all 8 levels proficiently Completed an intensive 70+ hours of military training at NCC, IIT Bombay, enhancing leadership skills 	['14] ['23]