



Swayamj Joshi
Metallurgical Engineering and Materials Science
Indian Institute of Technology Bombay

22B2704
B.Tech.
Gender: Male
DOB: 08/12/2004

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

Pursuing a **Minor Degree in Management**, Shailesh J Mehta School of Management, IIT Bombay

SCHOLASTIC ACHIEVEMENTS

- out of **120+** Metallurgical engineering and Materials science undergraduates (2024)
- Awarded a change of branch (**top 10 %**) among **1300+** students for **exemplary academic performance** (2023)

PROFESSIONAL EXPERIENCE

Unbox-ED | Founder's Office: Marketing and Sales Intern (May'24 - Jun'24)

Ed-Tech start-up fostering finance and creativity skills founded by Warbug Pinacus and Bain & Company Alumni

- Secured **10+** deals through strategic marketing and personalized outreach, making more than **200** business calls
- Spearheaded the **ideation**, promotion, and **presentation** of a motivational session, engaging **50+** young students
- Led **commercial negotiations** with **2** cloud telephony platforms after an in-depth evaluation of **5+** global platforms
- Ideated and strategized the launch of **2 new verticals** after a detailed research of their competitive landscapes

ASK Private Wealth | Summer Intern (Jun'24)

Wealth management firm offering investment advisory, family office solutions, and more to UHNWIs or families

- Researched the Indian Financial Services landscape, identifying the **top 5** players and respective regulatory bodies
- Analyzed the significance of **20+ macroeconomic indicators** across **3** sectors in the Indian economy over 2023-24
- Produced comprehensive reports on the composition and **10-year %** returns of **4** national **equity stock indices**

SustLabs | Strategy Intern | Start-Up Project | ShARE (Jan'24 - May'24)

Start-Up focusing on solving energy efficiency and sustainability-related issues through technology-driven solutions

- Developed an innovative **Go-To-Market** strategy from an in-depth analysis of user behavior via **8+** user personas
- Proposed **2 sustainability-focused** ideas to the **CEO** for enhancing the firm's market presence and brand positioning

POSITIONS OF RESPONSIBILITY

Manager | Projects & Policies | Sustainability Cell (Jul'24 - Present)

- Leading a team of **4** to promote institute-wide sustainability through **20+** technical, policy, and behavioral initiatives
- Compiling IITB's **first-ever Sustainability Report** by measuring and reporting impact across the **17 UN SDGs**
- Establishing a **global sustainability community** involving **30+** universities and collaborating with **25+** companies

Senior Student Consultant | ShARE | Inclusive Product (May'24 - Present)

- Selected in the the Future Leaders Program with **2700+** students from over **130** top universities across **50 countries**
- Underwent **40+ hours** of extensive training by ex-MBB consultants on problem-solving and communication skills
- Mentoring **6** junior student consultants on business acumen, Do Well Do Good principles, and exposure to start-ups

PROJECTS UNDERTAKEN

IIM Mumbai | Supply Chain Finance Project (Jul'24 - Present)

Working on impact of government interventions to MSME on supply chain finance under Prof. K S Ranjani

- Assessing **policy measures** for **SMEs** to ease working capital concerns, ensuring financial stability and growth
- Evaluating the strategies of all **supply chain players** in response to government policies, identifying key impacts
- Proposing solutions that benefit large enterprises (buyers), small enterprises (sellers), and regulators (government)

Optimising Portfolio Performance In Recessions | FinSearch | Finance Club (Jun'24 - Present)

- Analyzing the past performance of **15+** stocks during recessions, structuring patterns to explain their behavior
- Applying **5+** principles of Modern-Portfolio Theory (diversification, risk-return trade-off) to strategize asset allocation

EXTRA CURRICULAR ACTIVITIES

Music	<ul style="list-style-type: none">• Lead guitarist for a full season of "Chhote Miyan Dhakkad" on Colors TV Viewership: 505 M• Ranked first out of 10K+ students as lead guitarist in college band contest, "Battle of the Bands"• Achieved top 10 national ranking at the largest band competition in India, Mood Indigo'23• Completed the revered guitar exam till Grade 8 offered by the Trinity College of London
Contests	<ul style="list-style-type: none">• Secured third position in the pan-institute Equity Research Competition involving 100+ participants• Earned the prestigious Mr. Fresher Second Runner-Up title at IIT-B out of 1300+ students
Oratory Skills	<ul style="list-style-type: none">• Gave a TED-ed student talk on Religion and its influence on individuals in front of 200+ people• Led an impactful online session on IIT-JEE preps focusing on discipline engaging 400+ students