



Namra Shah
Mechanical Engineering
Indian Institute of Technology Bombay

200100102
B.Tech.
Gender: Male
DOB: 10/10/2002

Examination	University	Institute	Year	CPI / %
Graduation	IIT Bombay	IIT Bombay	2024	

Pursuing a minor degree in **Management** from Shailesh J Mehta **School of Management**, IIT Bombay

SCHOLASTIC ACHIEVEMENTS

- Bagged a scholarship as a **delegate** on behalf of **India** for **Harvard Project** for **Asian** and **International** relations (2021)
- Secured **99.84** percentile amongst **1.2** Million aspirants in JEE Mains and **99.8** percentile in IIT-JEE Advance (2020)
- Awarded a **fellowship** letter by **IISc Bangalore** for successfully clearing Level 1 and Level 2 of **KVPY** Examination (2019)

PROFESSIONAL EXPERIENCE

Deloitte Touche Tohmatsu | *Consultant, Risk advisory* | *Summer Intern* (Mar '22 - Jun '22)

Awarded a **letter of recommendation** from the **Director, OT** for exemplary performance as a consultant in the advisory domain

- Analyzed **5+** research papers; Associated with Director of OT team to present **ISO27001** audit execution plan to the client
- Improvised and implemented **WCAG** guidelines to **7** websites and **5** mobile applications for **Gas Authority of India** Limited
- Assisted in presentation pitching of multi-year **web mobile** and **API** pen test for external applications of **Shell Oil & Gas**

eKosh Finance | *Private Equity Analyst* (Dec '21 - Jan '22)

Awarded a **letter of recommendation** from the fund **manager** for extra-ordinary performance as private equity analyst intern

- Prepared summaries on **15+** companies by analyzing their RHPs, financial reports as well as attending their **earning call**
- Utilized **25+** financial parameters involving **ROE**, **EBITDA**, **P/E** and **P/B** to benchmark firms on their business efficiency
- Applied **Discounted** Cash Flow model predicting future free cash flows to forecast a **33.24%** surge in the **Rupa&Co.** stock

ENTREPRENEURSHIP EXPERIENCE

S.P.Industries | *Co-founder* | *Conformity Medical device (An alternative to POP plaster)* (Dec '21 - present)

- Spearheaded **58%** cost efficient alternative to POP plaster which caters to **4** unsolved issues; Product **patented** with **BETIC**
- Applied for **Rs 50 Lakh** under Bio-technology Ignition Grant, **BIRAC** for commercialization and launch of the product
- Analyzed market needs with **25+** hospitals and modeled **manufacturing** process, **distribution** channel and **supply chain**

INTERNATIONAL EXPOSURE AND KEY PROJECTS

HPAIR Harvard Conference | *Harvard Project for Asian and International Relations* | *Massachusetts* (Mar '22)

Awarded a **letter of recommendation** from the **co-president** as a delegate representing **India** in the field of Health care sector

- Recognized as a perceived **scholar** among top **200** of **9000+** applicants worldwide to get selected for the 2022 conference
- Pitched an innovative **orthosis** product **initiative** and its end to end life cycle after researching **15+** patents in the domain

Automated Financial Asset Management Bot | *Technical summer project* (May '21 - Jul '21)

Awarded a **certificate** by the Institute Technical Council for successful execution and working of the asset management bot

- Implemented **15+** asset management & **5+** technical prediction models for asset allocation of **FD's**, **Stocks** & **Mutual funds**
- Reviewed **6** research papers & executed **Time-Forecasting** model with **HTML** & **CSS** to make effective portfolio allocation

POSITIONS OF RESPONSIBILITY

Manager | *Consult and Management Club* | *UGAC, IIT Bombay* (Apr '22 - Present)

Heading a **4-member** team to conduct institute wide events and initiatives in the domains of **Consulting** and **Management**

Key Initiatives	<ul style="list-style-type: none">Spearheading IITB Case book for first time in history containing 20+ cases and 5+ case frameworksPioneered live industry projects in alliance with Impact Consulting catering to consulting core group
Leadership	<ul style="list-style-type: none">Conducted industry overview and case solving sessions for intern prep catering over 450+ students.Attracted 1000+ student participation as a part of the consulting 101 and management boot-camp
Management	<ul style="list-style-type: none">Collaborated with Career Cell to build Internship Preparation booklet with a reach of 1200+ studentsAssociated with professionals from Bain, BCG & McKinsey to host live webinars in Learners' space

Convener | *Consult Club* | *Undergraduate Academic Council, IIT Bombay* (May '21 - Apr '22)

Successfully handled the interests of **5000+** institute students in the **Management** and **Consulting** domain

- Attracted a sponsorship of **Rs 50k** and collaborated along with **Gainsight** to conduct the product management boot-camp
- Ideated and executed an offline event, **Venture capitalist** investment competition with overall footfall of **300+** students
- Pioneered **nationwide** case competitions along with Property Pistol and **Samsung** to acquire a grand participation of **250+** teams

EXTRA-CURRICULARS

Competitions	<ul style="list-style-type: none">1st prize, PM case competition by Gainsight Ltd; 2nd prize, Property pistol case study competition ('22)
Projects	<ul style="list-style-type: none">Automated Financial Asset Management Bot, summer project; Awarded certificate of approval ('22)Stock Market Analysis, summer of science; Received a certificate for project report published ('21)
Social Initiatives	<ul style="list-style-type: none">Collaborated with Kailash Satyarthi, Nobel Peace Laureate for an awareness conference at IITB ('21)Presented solution for countrywide food scarcity to Hult Business school; analyzed 10+ models ('20)
Sports	<ul style="list-style-type: none">Part of the Gujarat state football team at Level Subroto Inter-national Football Championship ('17)Represented Ahmedabad city in state football and won 2nd Position at the Khel Mahakumbh ('16)