

AJAY CHAHAL

Male, 24

EDUCATION			
Year	Degree	Institute	%/CGPA
2019-2021	Masters in Economics	Kurukshetra University, Kurukshetra	68.2%
2014 – 2017	Bachelor of Commerce (Hons.)	SRCC, University of Delhi	82.48%
2014	Class XII	DPS, Hisar	97%
2012	Class X	DPS, Hisar	10 GP
ACADEMIC ACHIEVEMENTS			
Awards & Recognition	<ul style="list-style-type: none">▪ Felicitated with award “Student of the year” by DPS, Hisar (with LIC)▪ Ranked 1st in Class XII across all streams in the school out of a batch of 150▪ Awarded Scholar Badge for 7 consecutive years for academic excellence▪ Won P&G CEO Challenge 2018 Campus Round at IIM Lucknow▪ One of the 20 students (out of 400) shortlisted for ABG Scholarship in IIML		2014 2014 2014 2017 2017
Academic & Competitive Exams	<ul style="list-style-type: none">▪ Achieved AIR 171 in Unified Cyber Olympiad organised by Unified Council▪ 99.99%ile in Qualitative & 97.3%ile in Qualitative Reasoning in PSA, CBSE▪ Secured an overall 99.25%ile in CAT out of 230K students; 99.19%ile in VA		2008 2013 2016
WORK EXPERIENCE			
Director, exyz.me	<ul style="list-style-type: none">▪ Build an alternative to adverts and paywall that enables proportionate charge▪ Novel economic model to increase digital revenue for media publishers▪ Registered and managed the project as Payger Ltd, UK▪ Used Python, AWS, JavaScript, CSS, HTML, SQL in development		2018-2019
Manager, hisarfresh.com	<ul style="list-style-type: none">▪ Managed the day-to-day operations of hyperlocal grocery delivery service▪ Lead customer support and marketing efforts to achieve customer delight▪ Lead staff recruitment, relations, and dispute resolution▪ Scaled annual revenue of the business from zero to 40 lacs in one year		2019-2021
Partner, elfreds.com	<ul style="list-style-type: none">▪ Conducted research and study to identify opportunity in emerging industries▪ Took part in exploration and decision making of different projects▪ Contributed in projects including last mile delivery, NFTs, review articles, etc.▪ Looked over legal and tax compliance of the LLP and its ventures		2019-2021
ACADEMIC PROJECTS			
Project Report on Tyre Recycling Plant	<ul style="list-style-type: none">▪ Created a project report to study feasibility of Tyre recycling plant business▪ Collected information through various primary and secondary sources▪ Analyzed operational and financial data collected; it is economically feasible		2014
Revenue models for IT Companies	<ul style="list-style-type: none">▪ Researched revenue models of 8 IT companies such as Google, Uber, etc.▪ Collected data about different sources of revenue from secondary sources▪ Identified trends and performed a comparative analysis of the revenue models		2017
Corporate Tax – Cases and Rulings	<ul style="list-style-type: none">▪ Studied landmark corporate cases of India such as Vodafone-Hutchison Deal▪ Examined the facts of the cases and the provisions of law critical to the cases▪ Analyzed incidence of judgements and actions taken by relevant authorities		2016
Digi-Marketing in Financial Services	<ul style="list-style-type: none">▪ Studied academic papers on the role of digital marketing for financial services▪ Conducted research on the consumer engagement through an internet survey▪ Reported the findings of the research and analyzed the key research variables		2017
POSITIONS OF RESPONSIBILITIES			
House Prefect, School	<ul style="list-style-type: none">▪ Responsible for maintaining discipline during assemblies and departures▪ Provided support to juniors by helping with the curriculum and other activities▪ Acted as link between student and authorities for complaints and suggestions.		2012
CERTIFICATES			
CS50, HarvardX	<ul style="list-style-type: none">▪ Learned C, Python, JavaScript, SQL, and other programming concepts▪ Achieved perfect score on every project submission		2018