

Nicholas SACHDEV



Phone: 647-901-2798

Email: n.sachdev@mail.utoronto.ca

Skype: live:.cid.ad3b0fd7c3effea0

Linkedin: linkedin.com/nicholas-s

Date of Birth: 09/29/1999

PERSONAL STATEMENT

As a candidate for a bachelor's degree in Management at University of Toronto's Rotman School of Management, I have the initiatives and process improvement skills demonstrated working on short-term rental compliance at Harmari, and on-campus leadership, I am confident that I would be a strong fit.

I hope to (1) gain work experience in an environment where I am surrounded by high-performing individuals where I am able to learn various skillsets required in a startup, (2) a general theme seen throughout my career involves a significant change or impact being made at every organization I have been a part of thus far and I would hope to provide tangible change/growth at the startup for mutual benefit.

At Rotman, I am pursuing a management specialist with a double specialization in Strategy & Innovation and Marketing alongside a double minor in Economics and Digital Humanities. I have also completed multiple certifications that will contribute to my professional success including an Associate's Certification in Project Management from the Project Management Institute and a Certificate in Entrepreneurship, Innovation and Small Business from the University of Toronto: Faculty of Applied Sciences and Engineering. I look forward to applying the relevant knowledge I gained from these programs.

I have faced financial difficulties throughout my university career which has resulted in work experience that is atypical of a student as I had to work and school. Overcoming these hurdles has grown my abilities as well as put my resilience to practice.

To complement my studies, I worked for Harmari, a firm that specializes in ensuring Airbnb rentals have proper government permits. I started out as a Compliance Analyst, investigating tax fraud and permit fraud. Based on my performance and recommendations, I was promoted twice to Program Manager and hired, trained, and managed a remote research analyst team of 40, which saved approximately 50% of labor costs for the company. I initiated and led another team to modernize the organization's branding and website and improved the functionality of Harmari's software tools, making it easier for both analysts and clients to use. My demonstrated ability to identify opportunities to make a difference in an organization will allow me to provide a unique perspective to problems that the startup may be facing.

On campus, I founded Rotman's Fintech Association, where I led a team of 16 peers in conducting numerous networking events, workshops, and case competitions including a competition with over 100 competitors. I also created a rotational program for interns, which taught them skills in event planning and development, social media marketing and campaigns, and acquiring sponsorship. To differentiate from other clubs, I also created an entrepreneurial rotation where senior members of the club assisted interns in creating fintech ideas to compete in startup competitions.

I am confident that my business background and leadership experience will contribute to my success, and I look forward to applying them in the internship that I will be undertaking.

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EDUCATION

University of Toronto, Rotman School of Management • Toronto, ON

Honors Bachelor's Degree

Expected November 2021

- Management Specialist with Specialization in Strategy & Innovation and Marketing; Double Minor in Economics and Digital Humanities

WORK EXPERIENCE

Harmari by LTAS Technologies • Toronto, ON

Program Manager (former Research Analyst Manager and former Research Analyst)

June 2018 – April 2020

- Hired, trained, and managed team of 40 analysts in investigating tax fraud and permit compliance for short-term Airbnb rentals; carried out HR functions and developed new training materials which increased analyst efficiency
- Reduced labor costs by 50% by initiating and implementing new strategy of hiring remote research analysts
- Overhauled company branding and marketing including logo and website, reducing bounce rate by over 30%
- Redesigned GUI for entire software used by clients; translated business requirements for software developers
- Improved analyst efficiency by simplifying editing process for Airbnb listing database (5-10K listings per client)
- Developed quality assurance tool, assignment tracking tool; conducted QA testing for multiple features
- Wrote RFP template used companywide as well as conducted lead generation and international conference sales
- Conducted competitor, financial and process improvement analysis for various projects, reporting to CEO

Talcure Technologies • Markham, ON

Marketing Consultant (Contract Role)

May 2019 – September 2019

- Conducted competitive analysis to analyze current offerings and leveraged results to overhaul branding

CIBC • Toronto, ON

Digital Payments Consultant (Pro-Bono)

January 2018 – March 2018

- Researched and presented three potential e-transfer process solutions to senior executives

Call Centre Guys • Markham, ON

Junior Business Analyst and Customer Service Representative

January 2018 – February 2018

- Sold several thousands of dollars of product on first day and awarded bonus in first month
- Initiated project to enhance efficiency, communication, and accuracy of relayed information

University of California, Los Angeles • Los Angeles, CA

Research Assistant – Graduate School of Education and Information Studies & Department of Psychology Summer 2015 – 2017

- First high school student to hold the undergraduate role; conducted research, finance, and administrative tasks

University of California, Berkeley • Berkeley, CA

Intern

2014 – 2017

- Led groups of university volunteers; recognized as top volunteer and promoted to intern three months into role

CAMPUS INVOLVEMENT

Management Consulting Alumni Program | Student Consultant

Summer 2020

Rotman Commerce Fintech Association | Founder and President

July 2018 – April 2019

- Led team of 16 in hosting educational and networking events as well as case competitions for 80+ competitors
- Established the Fincubator program for interns (entrepreneurial pitch competition); developed rotational program

University of Toronto Innovation Hub | Researcher

Summer 2018

Rotman Commerce Innovation Group | Intern

October 2017 – April 2018

Nicholas SACHDEV

University of Toronto Business Coding Association | Vice-President

September 2017 – April 2018

Competition: 1st Place – Catalyst Case Competition – Rotman Commerce Innovation Group *September 2017*

RELEVANT SKILLS AND CERTIFICATIONS

Certifications:	Certificate in Entrepreneurship, Innovation and Small Business - University of Toronto	<i>April 2020</i>
	Faculty of Applied Science and Engineering	
	Certified Associate in Project Management - Project Management Institute	<i>May 2020</i>
	Certificate in Software Development and Programming - University of California, Berkeley	<i>Exp. 2022</i>
	International Baccalaureate Full Diploma	<i>May 2017</i>

Skills: Advance: Microsoft Office (Word, Excel, PowerPoint), Project Management, Research, Analysis and Communication; Beginner: Python, SQL

Languages: English (Native), Hindi (Intermediate – Speaking), French (Beginner – Speaking and Writing)

Hobbies: I play 17 different drums from around the world.