

Ethan Alan John

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EDUCATION

Degree/Certificate	${\bf Institute/Board}$	CGPA/Percentage	Year
B.Tech., MECH	Shiv Nadar University, Delhi	8.3	2026
12th Grade	The Choice School ,CBSE	92	2022
10th Grade	The Choice School ,CBSE	94	2020

EXPERIENCE

 $VC\ Intern$

Business Program

• Cactus Partners Ltd [

 $May\ 2024\ -\ July\ 2024$

Mumbai, India

- Conducted a full-sector thesis on Indian consumer startups, sourced 3 targets with valuation and scenario analysis—1 advanced to the final deal stage.
- Led omnichannel strategy and TAM-informed prioritization across D2C portfolio companies, cutting acquisition and fulfillment costs by 20%.
- Deployed AI-driven deal-flow mapping to streamline pitch reviews and valuation discussions, saving analysts 25+ hours/week per company.
- INSEAD Summer School 2025 [

July 2025 - August 2025

Fontainebleau, France

- \circ Selected for the INSEAD Summer School 2025, an intensive two-week global leadership programme in Fontainebleau.
- Led the winning team in the "Your First Hundred Days" business-simulation challenge, outperforming international peers under real-world leadership pressure.
- Gained hands-on experience in decision-making, bias management, and multicultural team leadership through sessions with INSEAD faculty and executives.
- Cochin Shipyard Ltd [

May 2024 - July 2024

Operations Intern

Kochi, India

- Worked on project management, documentation, and Quality Control.
- Gained knowledge in procurement processes, resource allocation and competitive bidding.
- \circ Understanding of Public sector transparency and workflow in maritime operations.

PROJECTS

• Deez Cabs: On Campus Carpooling Service

December 2023

- Offered affordable carpools for college students, generating over \$2000 in revenue.
- Leveraged multi-channel marketing strategies, prioritizing retention.
- Created large database of over 500+ customer's willingness-to-pay to optimize pricing model.

Quantitative Finance and Investment Analysis Models

 $October\ 2024$



- NSE Market Simulation & Backtesting Engine
- Black–Litterman Portfolio Optimization Framework
- Mean–Variance Optimizer for Indian Equities

CERTIFICATIONS

- Business Analytics with Excel: Elementary to Advanced, John Hopkins University
- Advanced Valuation and Strategy M&A, Private Equity, and Venture Capital, Erasmus University Rotterdam

Positions of Responsibility

• Logistics Lead, Surge(College Sports Fest)

2024

• Basketball Team Vice Captain, College Team