Ethan Alan John

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EDUCATION

Degree/Certificate	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

- **Cactus Partners Ltd [🌐]** — *May 2025 - July 2025*
  VC Intern — 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*
  Business Program — Fontainebleau, France
  ◦ 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.
  ◦ Understanding of Public sector transparency and workflow in maritime operations.

PROJECTS (CLICK FOR DETAILED PORTFOLIO)

- **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 — *2024*