

Karan Agarwal

karan.ag07@gmail.com | +91-8800762760 | [linkedin/karan-agarwal](https://www.linkedin.com/in/karan-agarwal)

EDUCATION

Birla Institute of Technology & Science, Pilani (Rajasthan)	B.Tech, Chemical Engineering	7.03/10	2019 - 2023
Ch. Chhabil Dass Public School, GZB	Grade 12 (CBSE)	94.4%	2019
Ch. Chhabil Dass Public School, GZB	Grade 10 (CBSE)	10/10	2017

WORK EXPERIENCE

Rocket Learning | Business Analyst Apr 2023 - Present

- Streamlined **4 workflows**, boosted user engagement matrix by **18%** through cross-functional collaboration and operational enhancements
- Improved data-driven decision-making by implementing multiple **Alteryx workflows**, providing visibility into the key growth metrics

UBS | Investment Banking Intern Aug 2022 - Jan 2023

- Responsible for performing & reviewing the **Independent Price Testing (IPV)** of Fair Valued Assets & Liabilities in the Equities Business
- Built consensus with Desk and Product Control teams on Product Valuation, Month-End **IPV Adjustments & Reserves Numbers**
- Assisting in constructing new Reserves calculation & reporting methodology, added new risk parameters & reducing reporting time by **3 hr**

Zomentum | Founder's Office Intern Feb 2022 - May 2022

- First ever founder's office undergrad intern** to be hired by the firm; worked directly with the **founder and C-suite executives** from **5+ countries**
- Examined **300+ demo notes** to identify pain points of the potential clients and proposed **20+ feature integrations** into the platform
- Built a python script to extract data of **25k+ potential partners**; facilitated seamless onboarding & assisted in launch of a new marketplace

Ernst & Young | Consulting Intern Jun 2021 - Oct 2021

- Developed the GTM strategy** for a US-based enterprise SaaS client to facilitate the launch of **new product lines in 7 countries**
- Recommended a **seven metric algorithm** to analyze **30k+ potential buyers** of the client's software, successfully onboarded **200+ buyers**
- Evaluated the client's product** at a sub-component level and conducted market research to **recommend 5+ new use cases** for the product

Frontrow | Product Management Intern Apr 2021 - Jul 2021

- Identified product gaps **through CleverTap** to build user journeys across all communication channels leading to **30% increase in user retention**
- Ideated new challenges in the cricket community to **increase engagement by 25%** and **footfall in live sessions by 60%** on a monthly basis
- Built the gaming community from scratch; successfully **onboarded 5k+ members** on the official platform and **2k+ members on discord**

Dhobilite | Strategy Intern Feb 2021 - May 2021

- Proposed **5+ initiatives** to enhance user experience during the cloth collection process based on industry analysis and primary research
- Documented the end-to-end franchisee onboarding process to improve operational efficiency; successfully **onboarded 5 franchises**

ENTREPRENEURIAL EXPERIENCES

Jigyasa, Founder | Ed-Tech Startup May 2020 - Dec 2020

- Led a team of 7** to mentor **500+ students** across **4 states** on multiple domains via various academic and non-academic bootcamps
- Organized 10+ workshops** for achieving academic excellence with strategic methods catering to **high school students from 5+ schools**
- Pitched at the annual entrepreneurship and innovation summit of **IIM Bangalore** and **recognised as one of the top 20 ideas in the country**

Urbantrack, Co Founder | Logistics Startup Jan 2020 - Jun 2021

- Analyzed market segment of 4 metro cities** and eventually collaborated with DMRC for a pilot run scheduled in the NCR region
- Secured a **seed funding of INR 10 lakhs** from BITS Pilani Incubation Centre out of 10+ startups, **at a valuation of INR 2 Crore**
- First Runner up out of 300+ teams across 75+ colleges** at the Hero MotorCorp "Be a Road Hero" Hackathon organized at IIT Delhi

POSITIONS OF RESPONSIBILITY

Finance Head, Nirmaan

- Led a **team of 10 members** to channelize the funds of **INR 15L** among **10+ projects** aimed to uplift the living conditions of people in Pilani
- Raised funds of INR 10+ lakhs** from **1500+ donors** to provide **merit scholarships to 500+ underprivileged children** in nearby villages
- Spearheaded partnerships with **Byju's and Aditya Birla Group**, securing credentials & CSR grants worth **INR 10 Cr+ and INR 2.5L** respectively

Pro-bono Consultant, Impact Consulting

- Developed a fundraising strategy in **collaboration with KPMG Consultants** to **raise \$1Mn** for a B2B consultancy startup in the APAC region
- Analyzed 5+ competitor** brand portfolios and market pricing to help in the positioning of the client's brand in the premium category

AWARDS & ACTIVITIES

- Global Valuation Olympiad**: Among the **top 20 teams** selected in a 3-stage investment banking olympiad out of **1000+ teams**
- SGH Business Game**: Among the **top 100 students selected globally** to solve four **real life-cases designed by Kearney, CBRE & Revolut**
- Academic Mentor**: Helping **8 students** on issues pertaining to the domains of mental health, career development and skills growth
- Interests**: Table Tennis, Podcast and Skating(Regionals)