



Utkarsh Utpal

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B.Tech - Civil Engineering

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EDUCATION

Degree/Certificate	Institute/Board	CGPA/Percentage	Year
B.Tech. Major	Indian Institute of Technology, Guwahati	7.41 (Current)	2021-Present
Senior Secondary	CBSE Board	90%	2021
Secondary	CBSE Board	95%	2019

EXPERIENCE

- Finance Intern (CEO's office) | Vedantu** Ongoing
Estimated criteria for short listing colleges for acquisition, suggested intervention in the hybrid model
 - Modelled **future 1 year P&L plan** with EBITDA zero & predicted **revenue of Rs 15cr** for **10 hybrid centres** in India
 - Empowered **organic growth with 3 strategies** by analysing **6 marketing lead** sources with 20000+ leads
 - Suggested **15 colleges fit for acquisition** or merger by analysing the online and offline education sector
 - Evaluated the financials of **Urbane Academy** to propose **acquisition cost of Rs 40cr** with a **revenue multiple of 2**
- Government Intern | Delhi Metro Rail Corporation** Jun 2023
Assessed the proposed project plan to estimate cost and plan changes for metro rail construction in Patna
 - Investigated the project report to infer a change in the length of elevated section **from 15.443 km to 13.529 km** and underground section **from 15.755 km to 18.584 km** of the metro rail
 - Reviewed the **city profile of Patna** and **demand estimates for metro** to suggest an **increment of 2 stations from 24**
 - Estimated the **cost of adjustments (Rs 114cr)** suggested in the revised proposed project plan of **Patna Metro**

PROJECTS

- Mutual Fund Management** Sept 2022 - Feb 2023
Finance and Economics Club, IITG Report
 - Conducted **fundamental analysis of 50+ small & mid-cap companies** to shortlist 10 companies from 9 sectors
 - Structured and co-authored the **equity research report** and **executed DCF valuation** for the 3 companies from energy, automotive and finance sector- Gail, Tube Investment of India & CDSL
 - Curated and pitched to gather a **corpus of 70k** for investment, which yielded a **return of 10% with an alpha of 13%**
- Capstone Project- Air India's Growth Strategy** Dec 2022
Consulting and Analytic Club, IITG Report
 - Conducted global **market research** to conclude **7% annual growth of Indian aviation industry by 2030**
 - Investigated **Air India's** core problems, its business overview and its **growth under Tata** for **SWOT analysis**
 - Executed necessary **guesstimates to predict the airlines passenger number** of 18000 to devise its **growth strategy**
- Union Budget Analysis FY 2023-24** Jan 2023
Finance and Economics Club, IITG Report
 - Analyzed the **legislative changes**, the **budgeting strategy** & the **Saptarishi-7 Priorities** highlighted in the budget
 - Analyzed the government's **direct and indirect taxation policies** and **expenditure by ministries and major schemes**
 - Deduced the policy to reduce **fiscal deficit** and the **policies impacting 10 sectors** and highlighted the beneficiaries

POSITIONS OF RESPONSIBILITY

- Capital Head**, Finance and Economics Club, IIT Guwahati Apr 2023 - present
 - Leading a team of **>90 sophomores** to launch **3 finance based projects** and accelerate finance culture in IIT Guwahati
 - Executed MnAnalyse: **India's largest Mergers Acquisitions Case Competition** with **3000+ participants**
 - Planning a **pro-bono start up** that provides **financial consultancy** to **emerging startups and campus businesses**
 - Organised **6 competitions& workshops with 5k+ participants** & collaborations with entities like **The Trading Street**
 - Organised a **build-from-scratch** sealed Bid auction based on **Game Theory** with **500+ participants**

ACHIEVEMENTS

- Winner**, business Cup, Kriti, an **Equity Research Competition** (**100+ participants** from IITG) 2023
- Student-Run Mutual Fund**, Built a portfolio of **10 stocks and 3+ trading strategies** to maximize returns 2023
- Finlatics Market Experience Programme**, generated **7% return over 1 month** with an **alpha of 6%** Ongoing
- Project Intern**, Road Development Corporation, Govt. of Bihar, explored **construction management** 2022
- Academic Excellence's Award**, received for 5 consecutive years in school 2015-2019
- Courses Taken**
 - BCG Strategy consulting virtual experience programme, Behavioral Finance, Global Financial Markets, Portfolio Selection and Risk Management, Investment Strategy and Portfolio Analysis, Corporate Finance

EXTRACURRICULAR

- Community Service Volunteer**, NSS IITG, Increased engagement in **Aashman foundation** by campaigning 2023
- Spirit, Sports fest**, Facilitated 50+ participants from 4+ institutes for 2000+ audience 2023
- Intra School Sports Competition**, 2nd runner-up in badminton & 3rd runner-up in table tennis 2017
- Social Science Exhibition**, Winner, Crafted a miniature model of an ideal smart city using recycled materials 2018