 **SAGAR KUMAR | 21HS10044**

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|  | | **EDUCATION** |  |
| **Year** | **Degree/Exam** | **Institute** | **CGPA/Marks** |
| 2025 | B.S, Economics | IIT Kharagpur | 9.00/ 10 |
| 2020 | Class 12 (CBSE) | The Adhyyan School, Meerut | 95.60% |
| 2018 | Class 10 (CBSE) | The Adhyyan School, Meerut | 95.00% |
|  |  | **INTERNSHIPS** |  |

HUMANITIES and SOCIAL SCIENCES (B.S 4Y)

**Financial Research Analyst | Wall Street Oasis Jan'23 - Present**

* Researched subtitles to help with **SEO** resulting in a **30%** MoM growth to the new Resources section of the site.
* Wrote **50,000+** words across **20** articles on detailed **financial, valuation, Excel, accounting and economic topics including DCF modelling, dividend discount model, cash conversion cycle, capital market returns**
* Researched across financial modelling and valuation courses including: **Excel modelling, 3-statement modelling, LBO modeling, DCF modelling, M&A, precedent and trading comps, factor model** etc.

**Growth and Strategy | Turn the Bus Aug'22 - Nov'22**

Turn the Bus is a nonprofit organization focused on delivering education digitally to Undeserved Communities

* Executed the strategy planning of **Turn.io’s Chat for Impact** powered by **WhatsApp** for **Turn the Bus**
* **Led a 10 membered team of 180 DC, BITS Goa** and executed the new Student Engagement Plan which directly

impacting 30000+ students resulting the increase in retention rate of students by 25% and session time by 18%.

**POSITIONS OF RESPONSIBILITY**

# Executive Head | 180 Degrees Consulting, IIT Kharagpur Aug’22- Present

* **Promoted** to Executive Head out of **35+ consultants** based on exemplary performance in the consultant tenure
* On-boarded **6 client projects** and completed them as a part of **Client Acquisition and Strategy team.**
* Headed a team of **25 members** and collaborated with **15+ branches** of 180 Degrees Consulting for the **APAC Summit**.
* Ideated a 1-month training program to teach consultants the basics of Data Analytics, Consulting Frameworks, etc
* Conducted a webinar in collaboration with **Unacademy,2500+ students** registered from colleges all across India**.**

**Associate Manager, Corporate and Media Relations | Entrepreneurship Cell Oct' 22 - Present**

* Negotiated sponsorships with CXOs of Financial Services, Gaming companies worth **INR 10,80,000** for GES 2023
* Partnered with **22** media houses including TV partners for the live coverage of GES 2023, the highest ever in history.
* Ensured the branding and logistics of **20 sponsors**, **22 media bodies**, and **54 associations** in the **GES 2023**
* **Spearheaded** the **first edition** of one of the largest Entrepreneurship Awareness Drive (EAD) in Delhi-NCR with eminent entrepreneurs to inspire **1000+** students, associated with **1 national** and **3 regional media bodies**
* Co-ordinated the offline introductory seminar for the new GES interns which saw a participation of **800+** participants

**AWARDS AND ACHIEVEMENTS**

**PROJECTS**

**Department of Commercial Tax| Madya Pradesh, Government Aug'22 -Oct’22**

* **Drafted** **strategies to counter excise revenue losses** due to reduced liquor sale as a result of the COVID-19 pandemic
* Proposed to increase revenue by **liberalization of shop license policy, online delivery of alcohol, EDP/EBP recommendations and focus on geographic region-wise analysis of intoxicant consumption.**

**The Washing Machine Project| Supply Chain Optimization Feb'22 -May’22**

The Washing Machine Project is a non-profit social enterprise that provides sustainable washing solutions

* Devised a comprehensive **Supply Chain Strategy** and an efficient **Cost-Saving analysis** model for TWMP **in India**
* Identified the **export laws and licenses** required to setup operations in India, along with **10+ available schemes.**

**SKILLS AND EXPERTISE**

**Software, Tools, and Languages:** SQL, Python, C, C++, R, Tableau, Google Analytics, Advanced Excel, Figma, Jira **Coursework: Bloomberg** Market Concepts |**BCG** Strategy Consulting Virtual Experience|Economics |Econometrics Analysis (Theory and Lab) | Introduction to Innovation and Entrepreneurship |Probability and Statistics | Algebra

**EXTRA CURRICULAR ACTIVITIES**

* **Mentoring:** Mentored over **2000+ students** in their **JEE journey** through **300+** mentoring sessions at **Physics Wallah**
* **Filmmaking:** Secured **1st** position in **Open IIT Video Making** competition organized by TSG, IIT Kharagpur.
* **Volunteering:** Junior Executive Member(JEM) at **Gopali Youth Welfare Society(GYWS):** raised funds from IIT KGP alumni worth **INR 4,25,000** and managed **2 LIGHT(Living in a Greater Horizon Together)centers at Gwalior.**