MANISH AHUJA

DOB: 22/08/1998 | E-mail: manishahuja91@gmail.com | Phone: +91 9836533577
Address: 3/70A Roop Nagar, New Delhi 110007

EDUCATIONAL QUALIFICATIONS

Course /Examination	Institution/University	Year of Passing	Performance
B.Sc Statistics (Honours)	Kirori Mal College	*Pursuing*	7.76 CGPA *(Till 4th semester)*
CBSE (Commerce)	Pinegrove School, Kasauli	2016	96.00%
CBSE	Pinegrove School, Kasauli	2014	10 CGPA

INTERNSHIP EXPERIENCE & WORK EXPEREINCE

- **The Boston Consulting Group** (Data & Research Services: Summer Intern) **[6 weeks, May'18 – July'18]**

Interned at the **Technology Advantage Practice** Area at the BCG DRS team & was primarily involved in two projects:

Consumer Use Cases:
  - Gained introductory knowledge about **databases** such as **Factiva, Factset, Bloomberg, Cap IQ, Mergermarket & Thomson One** for studying companies in the retail sector; Helped the management prepare **company profiles**; Got insights about **trading & transaction comparables** & **valuation methods including multiples, Discounted Cash Flow, LBO, SOTP & option pricing approach**
  - Closely monitored **the technological initiatives** of companies and summarized them to build a use case repository of the same
  - Extensively used **Microsoft Excel** to make the repository readily comprehensible and got **familiarized with excel shortcuts**

Digital Role Charters:
  - Worked as part of an ongoing research project named "Digital Organization"; Conducted research on various job roles in the technology sector & understood the dynamics around each role to formulate them into Role Charters
  - Developed a comprehensive understanding of the process of **Digital Organization** and its importance in the age of rapid digitization

- **Perspectico** (Business Strategy Intern) **[6 weeks, July '18 –August'18]**
  - Worked as a business development trainee at an Edtech startup, **backed by Delhi University** which aims at providing a clear career perspective to students by giving them insights from industry experts
  - Developed business **proposals & investor pitches** & reported directly with the management team of the company which comprised of **ex investment bankers & consultants from Nomura, Kotak, Unitus & AT Kearney**
  - Gained introductory knowledge about **Edtech space** in India, **valuation of startup & startup fundraising**; Was involved in preparing the **valuation report using DCF modeling & benchmarking of Perspectico** within the edtech space; Got insights about **trading & transaction comparables** & valuation methods including multiples, Discounted Cash Flow, LBO, SOTP & option pricing approach
  - Obtained knowledge about **Share holders agreement, Share subscription agreement & Term sheet**; Actively participated in the funding process with the CEO

- **Towards Block chain** (Research Intern) **[4 weeks, February '18 –March'18]**
  - Researched the **crypto currency market** for **Initial Coin Offerings**; Extensively scrutinized underlying projects and the viability
  - Analyzed existing and developed new metrics for **investing in ICO projects**; Handled the company's outreach by publishing my results on various handles

PROJECTS UNDERTAKEN **[2016-2018]**

- **Comparative study of derivative markets in India & USA (International Trade & Finance)**
  - Created a framework to estimate the stage of current Indian **Derivatives Market vis-à-vis the US Derivatives Market** over a period of 20y
  - Critically studied the data using tools such as **moving averages** to examine the **growth & depth** of both the markets
- **Using Machine Learning for stock market predictions Python, Machine Learning**
  - Collaborated with Mr. Varun Singhal who is a former Venture Capitalist and is highly skilled in this area
  - Analyzed over **4-years historical data for each stock/index**; Made a **classification model** to predict market outcomes which significantly beat the 50.00% threshold
- **Using Machine Learning to predict attrition in HR Python,Machine Learning**
  - Analyzed data collected from over 15000 employees working at a firm to understand their behaviour and satisfaction and then used these insights to build a Machine Learning Model to predict which ones were likely to leave; Achieved **a ROC AUC score of 0.992851**
- **Big Mart Sales Prediction R, Machine Learning**
  - Analyzed sales data for 1559 products across 10 stores in different cities
  - Built a **predictive model** and find out the sales of each product at a particular store

AWARDS & ACHIEVEMENTS

- **INSPIRE Program Scholarship:** Awarded the INSIPRE Scholarship for academic excellence
- **Data Jam Machine Learning Hackathon:**
  - Finished 3rd place at the Data Jam: Data Science Hackathon

POSITIONS OF RESPONSIBILITY

- **Expectations: The Statistics Society (Organized a Data Science Hackathon)** [February-March'18]
  - Organized a Data Science Hackathon with teams participating from various Engineering-colleges. Lead a team of 7 people from the Statistics Department
- **Member – FIC KMC** [August'16 – March'17]
  - Worked as a Team Member at the Finance and Investment Cell of Kirorimal College.
- **House Prefect - Pinegrove School** [March'12- March'13]
  - Was at one of the top position of responsibility in a batch of 100+ students; represented my school on various public forums.

OTHER INTEREST &ACTIVITIES

Guitar (was part of the school band), avid blogger (**WordPress: BoardRoom**); Strong skills in MS Office including MS Excel,R, Python, SQL, SPSS & other programs