

DIPESH ISRANI

DOB: 30/09/1998 | E-mail: dipesh50@gmail.com | Phone: +91 8100814121

Address: 3/70A, Roop Nagar, 2nd Floor, New Delhi 110007

EDUCATIONAL QUALIFICATIONS

Course /Examination	Institution/University	Year of Passing	Performance
B.Sc Statistics (Honours)	Kirori Mal College	2019 (<i>Pursuing</i>)	7.57 CGPA (<i>Till 3rd semester</i>)
ISC (Commerce)	The Frank Anthony Public School (Kolkata)	2016	95.00%
ICSE	The Frank Anthony Public School (Kolkata)	2014	93.40%

INTERNSHIP AND STARTUP EXPERIENCE

■ Perspectico (Business Strategy)	[8 weeks, June'18 – August'18]
Worked as a business strategy intern at an Edtech startup, backed by Delhi University aimed at providing a clear career perspective to students by giving them insights from experts from the industry; Reported directly to the top management which comprised of ex-investment bankers & consultants from Nomura, Kotak, Unitus & AT Kearney ; Gained introductory knowledge about valuation of a startup <ul style="list-style-type: none">○ Product Management – Identified and developed 2 potential products; conducted market research; generated product requirements; determined specifications, production timetables, pricing, & time-integrated plans for product market fit & product launch○ Fundraising Activities – Developed investor pitches and pitched to incubators & VC's including Matrix Partners & SAIF○ Business Development – Conceptualized and executed the business development and offline marketing plan; Identified and worked with new business areas to increase traction; Built, lead and motivated a team of 15+ interns in the launching of our website○ Cross-Functional Coordination – Worked across 4 different internal teams to ensure functioning efficiency○ Prioritization and multi-tasking – Managed multiple concurrent processes & strategically prioritized to ensure all deadlines are met	
■ First League Ventures (Investment Banking)	[6 weeks, December'16 – January'17]
<ul style="list-style-type: none">○ Researched extensively about the PE and VC firms in India & gained exposure to the startup ecosystem○ Involved in making of buy side and sell side pitch decks; Responsible for gathering & calculating market research data○ Worked extensively on technology companies based out of Africa with focus on payments & wallets space	
■ Fairpockets (Market Research & Project Mapping)	[8 weeks, August –September'17]
<ul style="list-style-type: none">○ Worked closely with the top management of a real estate startup; Instrumental in the conceptualization of the idea of 'fair price' which was the USP of the company○ Created 50+ research reports on different residential real estate projects in NCR, quantifying all qualitative factors that affect the price of a property & forecasted the price after 5 years○ Developed content for the website and strategized product development and future plan of action	
■ VSkills (Retail Banking)	[6 weeks, September – October'16]
<ul style="list-style-type: none">○ Closely analyzed and developed content for commercial banking domain ranging from policy changes to current affairs	

PROJECTS UNDERTAKEN

- **Report on Real Estate Market Data [Statistical Data Analysis Using Software Packages]**
 - Studied the real estate data using SPSS Software; Analyzed and derived actionable insights from data on four townships; The variables that were involved are sale value of the property, last appraisal value and the time between the appraisal and the sale
 - Used hypothesis testing to test and arrive at deep insights into the real estate market
- **A Complete Study of Dr Semelweiss and the breakthrough discovery of hand washing [Statistical Data Analysis Using R]**
 - Used **statistical analysis** to significantly prove the positive impact of hand washing on clinic deaths
 - Reanalyzed, **using R**, the data behind the breakthrough discovery of modern medicine: Hand washing
- **Olympics and Indian Values in Global Context – Ministry of Youth Affairs and Sports**
 - Reported directly to the Organizing Secretary of an **International Conference** organized by the Ministry of Youth Affairs in collaboration with **Kirori Mal College** that saw participation from 20+ countries; Conceptualized and developed the website

POSITIONS OF RESPONSIBILITY

- **Co Head Coordinator – The Placement Cell, Kirori Mal College** **[April'18 – Present]**
 - Tasked with leading a team of over 25 students to coordinate internships and placements for over 3500 students; Boosted average CTC by 5.7% (YoY) for a batch of 400+
 - On-boarded 35+ companies for On-Campus Recruitment & training session for 21 courses
- **Logistics Head – Levitate, The Internship and Education Fair** **[April'18 – Present]**
 - Identified, procured and arranged for logistics worth Rs 50,000+ for the fest that saw a footfall of 4000+ students
 - On-boarded companies for the internship conclave that saw 300+ internship offers being made
 - Event Head for Suit Up: A mock placement drive which was a simulation of a typical placement drive judged by an Ex-Nomura Banker
- **Team Member – Enactus Kirori Mal College** **[August'16- May'17]**
 - Conducted extensive research & worked on projects to build sustainable businesses for disadvantaged communities
 - Worked in marketing of existing products, modelling and presenting of current projects, cost benefit analysis of new projects including community development, project expansion & product development; Made 1,00,000+ media impressions and earned 2 lacs in revenue
- **Head Boy – The Frank Anthony Public School (FAPS)** **[April'15– March'16]**
 - Leader of a student body of over 6000 students. Looked after the day to day functioning of the prefectorial body
- **Team Captain – School Basketball and Volleyball Team** **[May'15 – December'15]**
 - **Only student** in the batch to captain two different sports teams and win gold in both in major tournaments

AWARDS & ACHIEVEMENTS

- **The Indian Entrepreneurship Summit, IIT Kanpur – First Prize** **[September'16]**
 - Stood first at the event 'Pitch Your Product' where we competed with student entrepreneurs from all over the country
- **Principal's Award for All-Rounder of the Year** **[May'16]**
 - Awarded to a student with exceptional academics as well co-curricular and extra-curricular activities in a batch of 250+ students

OTHER INTEREST & ACTIVITIES

- Intermediate level of knowledge in MS Excel and PowerPoint; Software – R, SPSS and SQL; Sports – Basketball, Volleyball and Rowing

