

# Sagar Ghai

Male, 24 years



IQC Stage 2 Qualifier, World Quant | HUL Lime Campus Finalist | Certified Product Manager | World top 7%, Marketplace Live

EDUCATIONAL QUALIFICATIONS			
MBA	IIM Indore		2020
Exchange Student	Neoma Business School, France		2019
B.Tech, Computer Science	IIT Mandi	7.83/10	2017
Class XII, CBSE	Oxford Senior Secondary School, New Delhi	94.4% ( <b>Rank 4</b> , Batch size: 170)	2013
Class X, CBSE	Oxford Senior Secondary School, New Delhi	95% ( <b>Rank 1</b> , Batch Size: 224)	2011

Major Electives	Business Models, Game Theory, Economics of Strategy, International Trade, Organisation Development & Change
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ACADEMIC & CO-CURRICULAR ACHIEVEMENTS	
Completed <b>Digital Marketing Certification</b> by Udeemy covering Social media(Fb, YT, Instagram) Marketing & Google analytics	2019
Pursuing <b>Scientific Computing and Python for Data Science</b> course by World Quant University	2019
<b>Campus Finalist</b> for <b>HUL Lime Season 11</b> , Dove Digital Precision Marketing Campaign	2019
Among <b>top 7% in the world</b> amongst all players who ever played in the <b>Advanced Strategic Corporate Management</b> game	2019
<b>Stage 2 qualifiers</b> from IIM Indore in <b>World Quant's</b> International Quant Championship 2019	2019
<b>Top 5%ile</b> in Strategic Management - II, Marketing Management - II & Macroeconomics in PGP at IIM Indore (Batch size: 546)	2018
<b>Runners up</b> in Freakonomics 2.0, an economics quiz and research competition organised by Currenc-I, the economics club	2018
Completed a <b>Minor in Management</b> , IIT Mandi with <b>9/10</b> in Decision Making, Financial Management & Entrepreneurship	2017
Selected for <b>Indian National Olympiad in Informatics</b> 2012 and 2013, among top performers in ZIO-2012 & ZIO-2013	2013
Recognised among <b>top 0.1%</b> all over India in Computer Science <b>Higher Secondary Examination</b> conducted by CBSE	2013
Attained <b>AIR 2908 (top 2%, 1,50,000, Advanced)</b> & <b>6402 (top 0.5%, ~14,00,000, Mains)</b> in IIT JEE Common Merit List	2013
Secured <b>Rank 2</b> among 56 students within the Non-Medical department in the Higher Secondary examinations by CBSE	2013

PROFESSIONAL EXPERIENCE		11 months
<b>Nucleus Software, Noida</b>		Software Engineer, Framework Team
		Jul '17 – Jun '18
Roles & Responsibilities	<ul style="list-style-type: none"> <li>Eliminated Data entry by prototyping an <b>AI based system</b> to transform handwritten forms to digital forms</li> <li><b>Designed</b> a completely new micro service architecture pattern for <b>faster</b> product development and <b>scalability</b></li> <li>Developed features that let 3<sup>rd</sup> party developers build on Nucleus platform at runtime without re-setup</li> </ul>	
Achievements	<ul style="list-style-type: none"> <li><b>Conceptualised</b> a new architecture to facilitate scaling from <b>300</b> to <b>60000</b> users through distributed workflow</li> <li>Improved the build time by <b>80%</b> and deployment time by <b>60%</b> from previous workflow for development</li> <li>Established near <b>0 down time</b> for pushing updates and functionalities using dynamic features</li> </ul>	

INTERNSHIPS		
D.E. Shaw and Co., Hyderabad	Investor Relations Team	Apr '19 – May '19
<ul style="list-style-type: none"><li>▪ Designed a solution for <b>145,000 confidential</b> investor interactions to generate insights and improve analysis efficiency by <b>~40%</b></li><li>▪ Analysis of <b>2-year strategic development goals</b>, 135 product requests to streamline development pipeline, <b>saving 2000 man hours</b></li><li>▪ Designed a <b>statistical algorithm</b> for predicting asset allocation of global investors generating <b>3 times</b> more value for the firm</li></ul>		

PROJECTS & RESEARCH PAPERS		
Academic Projects	<b>Analysis of Distribution channels for OTT Entertainment industry</b>	Mar '19
	<ul style="list-style-type: none"><li>Conducted primary &amp; secondary research on the current distribution channels of the Timeliners, TVF Media</li><li>Suggested recommendations to improve the channel management system &amp; outreach of the company</li></ul>	
	<b>Rethinking Capital in Agriculture, Indian Markets   St. Gallen Symposium Switzerland</b>	Feb '19
	<ul style="list-style-type: none"><li>Conceptualised the need to Rethink Capital Investment in Agriculture in the Indian Agri markets in an essay</li><li>Analysed trends &amp; shortcomings in the current ecosystem and suggested a new framework for improvements</li></ul>	
Live Projects	<b>Employee Satisfaction and Engagement   HD Wires, Indore</b>	Mar '19
	<ul style="list-style-type: none"><li>Designed and conducted structured employee satisfaction survey for HD wires, a wire manufacturing firm</li></ul>	

POSITIONS OF RESPONSIBILITY		
IIM Indore	Senior Member, Corporate Relations   i5 Summit '18 <span>Aug '19</span>	
	<ul style="list-style-type: none"><li>Instrumental in pitching and <b>developing proposals</b> to get <b>Venture capitalists</b> for the flagship event</li><li>Responsible for establishing &amp; maintaining good <b>relationships</b> with <b>corporate houses</b> and keynote speakers</li></ul>	
	Junior Member, E-Cell – The Entrepreneurship Cell <span>Aug '18 – Mar'19</span>	
	<ul style="list-style-type: none"><li>Organized <b>Guest lectures and workshops</b> with Entrepreneurs, VC's &amp; Corporate Executives for <b>1140</b> people</li><li>Turned around JAM, a student run fast food venture from losses to <b>27% profitability</b></li></ul>	
IIT Mandi	Coordinator, Entrepreneurship Cell IIT Mandi <span>Aug '16 – Jun '17</span>	
	<ul style="list-style-type: none"><li>Cofounded the student body and coordinated with a team of <b>5</b> to organize events for the IIT Mandi fraternity</li></ul>	

EXTRA-CURRICULAR ACTIVITIES	
Social Service	Volunteered with IIT Mandi's <b>Guidance and Counselling service</b> as a student mentor from 2014-2017
Sports	<b>Winner</b> of the inter year football championship at IIT Mandi's Aagaaz 2017 playing at the right back position
Interests	Enthusiastic about technology, watching TV series and reading biographies