

Sagar Makar

M.B.A. 2026 | sagar.makar24-01@iimv.ac.in | [LinkedIn](#)



EDUCATION			
Degree	Institute	Score	Year
M.B.A.	Indian Institute of Management Visakhapatnam	3.32/4	2026
B. Tech. (ECE)	NIIT University, Alwar	7.97 / 10	2018 – 2022
TSBIE – 12th	Vijay Ratna Jr. College, Hyderabad	90.1 / 100	2018
CBSE – 10th	Kendriya Vidyalaya No. 2, AFA Dundigal	9.8 / 10	2016
WORK EXPERIENCE (21 Months)			
Security Specialist		IBM	Sep 2022 – Jun 2024
Strategic Recognition	<ul style="list-style-type: none">Awarded Best Asset (Q2 2023) for lifting operational efficiency by 20% by building automation solutionsAdjudged finalist among 2,600+ members in WatsonX Hackathon; engineered Generative AI & LLM prototype		
Leadership	<ul style="list-style-type: none">Mentored 5 interns with 100% conversion to full-time roles; led delegation, training, and performance reviewsSpearheaded 3 projects end-to-end; led PoC with 10+ team and managed communications with global clients		
Process Optimization	<ul style="list-style-type: none">Drove 10% reduction in manual tasks and 30% fewer errors through new business product development		
Collaborative Consulting	<ul style="list-style-type: none">Led a team of 70+, driving cross-functional collaboration for global client consulting projectsDelivered innovative consulting engagements, enabling efficient support for international client operations		
Workflow Optimization	<ul style="list-style-type: none">Built DevOps-based InfraSec support tool to streamline Ops workflows; improved response speed by 50%Executed application security reviews and risk mitigation plans; partnered cross-functionally to reduce threatsLeveraged diverse tech (Java, SQL, Cloud, network, etc.) to build and consult cross-functional tech solutions		
INTERNSHIPS			
Management Intern – Founder’s Office		LiquidMind.AI	Apr 2025 – May 2025
Marketing & Growth	<ul style="list-style-type: none">Drove 5.3 times audience growth, 7 times surge in daily traffic via community expansion over MetaSuiteAchieved 4.3 times follower growth, 7 times reach increase via a 1-month SEO campaign on LinkedIn		
Business Development	<ul style="list-style-type: none">Generated 60+ qualified leads in Week 1 by identifying key accounts in target sectors for focused outreachBuilt 50+ financial documents on pricing models, value propositions & cost breakdowns for decision supportManaged 4 social platforms end-to-end, driving targeted engagement, strengthening digital brand presence		
Strategic Initiatives	<ul style="list-style-type: none">Aligned 5+ firms, 1 alliance, and 1 council on 6 priorities supporting capital and resource optimisationPerformed market sizing (TAM/SAM/SOM), ramp projections guiding strategic decisions at leadership levelBuilt 2 GTM strategies for market entry into new regions, integrating acquisition, cost, and partnership levers		
Thought Leadership	<ul style="list-style-type: none">Acquired 1 large-scale client via full-cycle ownership prospecting to closure across 3 engagement stagesAuthored 11+ articles on finance and strategy, establishing thought leadership and subject-matter visibilityMentored 3 interns and led structured knowledge transfer, ensuring efficient onboarding and task readiness		
Executive Alignment	<ul style="list-style-type: none">Spearheaded 3 product builds from prototyping to testing, aligning functional and budgetary constraintsCollaborated across 6 verticals: Strategy, Product, Marketing, Sales, Finance, Tech, to drive unified executionEngaged C-suite (CEO, CCO, CIO) to align product features, finance strategy, and documentation workflowsNavigated fast-paced, startup environment, thriving in 48+ hour weeks, 9 weeks across key business areas		
Cyber Security Intern		IBM	Jan 2022 – Jul 2022
Endorsement	<ul style="list-style-type: none">Commended by Talent Acquisition Director for innovation and execution of a strategic product solution		
Product Framework	<ul style="list-style-type: none">Contributed to product prototyping and framework design for scalable internal base model across functions		
Decision Support	<ul style="list-style-type: none">Delivered structured reports, insights to stakeholders, enabling data driven decisions across finance functions		
CERTIFICATIONS			
Sales Advanced	<ul style="list-style-type: none">Earned WatsonX Badge for AI and management skills; delivered client-facing Proof of Value engagements		
IBM Data Science	<ul style="list-style-type: none">Earned badge for applying data science principles; data analysis, research, and model building for insights		
Enterprise Design Thinking	<ul style="list-style-type: none">Certified for applying design frameworks and identifying innovation opportunities in business workflows		
IBM Agile Explorer	<ul style="list-style-type: none">Recognised for proficiency in Agile frameworks, product practices to enable adaptive development strategies		
POSITIONS OF RESPONSIBILITY			
Junior Placement Representative	<ul style="list-style-type: none">Selected among 23 (7%) from 344 students to lead corporate relations, managed industry outreach, placement activities planning and engagement to strengthen institute-employer partnershipsManaged 13 placement drives for 700+ PGP candidates, ensuring smooth campus-recruiter engagement		
Club Coordinator	<ul style="list-style-type: none">Appointed as Club Coordinator in Year 2; managed scheduling and execution of institute-wide eventsOversaw logistics and ₹5L+ resource allocation, ensuring efficient usage across multiple campus events		
EXTRA-CURRICULAR ACTIVITIES			
Competitions	<ul style="list-style-type: none">Achieved 1st and 3rd place in 4 national case comps conducted by IIMs and elite Indian B-Schools		
Student Mentor	<ul style="list-style-type: none">Nominated 8 from 240 peers to lead and mentor juniors; coordinated academic and co-curricular activities		
National	<ul style="list-style-type: none">Led a 5-member team representing at the intra-regional level for the National Children’s Science Congress		