



Yash Maliya

Metallurgical Engineering and Materials Science
Indian Institute of Technology Bombay

20D110034

B.Tech.

Gender: Male

DOB: 18/10/2002

Examination	University	Institute	Year	CPI / %
Graduation	IIT Bombay	IIT Bombay	2024	██████

PROFESSIONAL EXPERIENCE

FinIQ Consulting Summer Analyst [May '23 – Jul '23]	<i>Awarded a Letter of Recommendation for exemplary performance and work ethics during the internship tenure</i> <ul style="list-style-type: none"> Scrutinized over 10 financial instruments, structured products, & their correlations with the exchange rates Increased platform adoption by 20% on developing a dynamic client dashboard displaying limit order status Achieved a potential 8.5% reduction in risk/portfolio volatility by devising 2 portfolio rebalancing strategies Identified the top-performing strategy through backtesting it on 10 US stocks using past 4-years actual data
Crizal Tiles Strategy & Growth [May '22 – Jul '22]	<i>Tile Manufacturing Enterprise / Received a Letter of Recommendation from the Vice President - Operations</i> <ul style="list-style-type: none"> Achieved 25% reduction in avg. customer lead time by developing production and inventory planning models Attained INR 10M+ increase in monthly revenue by initiating strategic market penetration into 50+ new cities Devised few standard operation procedures based on 10+ KPIs; ensuring effective stakeholders' coordination

POSITIONS OF RESPONSIBILITY

Manager ShARE, IITB [Jul '23 – Present]	Leadership Global Leadership Program with 2500+ Students across 130 Top Universities and 46+ Countries <ul style="list-style-type: none"> Spearheading a team of 5 members to conduct 40+ training sessions and live projects throughout the year Collaborating with diverse range of startups for 10+ project partnerships and sponsorships worth INR ██████████ Key Initiatives & Management Devised a 3-step recruitment process for the selection of junior members <ul style="list-style-type: none"> Formulating a global networking conference in seamless collaboration with consultants from 40+ countries Strategically curating social media campaigns to achieve 150% y-o-y surge in the outreach and engagement
Internship Coordinator [Jun '22 – Jun '23]	<i>Felicitated with the Certificate of Excellence (3 out of 36) in cognizance of exceptional contribution & work ethics</i> <ul style="list-style-type: none"> Single-handedly accounted for 7.07% of the total internships (78/1104) through data basing and contacting Garnered 4% y-o-y growth in MEMS department internships through a strategized year-long plan of action Forged relationships with 270+ firms and 50+ universities; conducted 10 aptitude tests at the institute level Led a team of 10+ interview coordinators to handle on-ground operations during the placement interviews
Class Representative [Jul '22 – Apr '23]	<i>Part of the 18-member MMA council / Department of Metallurgical Engineering & Material Science, IIT Bombay</i> <ul style="list-style-type: none"> Responsible for establishing an effective communication between department professors & 140+ students Organised 5+ help and mentorship sessions between the faculty and students to resolve academic issues

KEY PROJECTS

Falhari [Jan '23 – Apr '23]	<i>Falhari is India's leading D2C fresh fruit brand featured at Shark Tank / Valuation: USD 3.4 Million / ShARE, IIT Bombay</i> <ul style="list-style-type: none"> Strategically identified 5+ innovative approaches to target & penetrate new untapped customer segments Performed competitor analysis on 20+ industry startups, delivering 7+ insights for better market positioning Developed a B2B client acquisition strategy with the founding team; securing partnerships with 10+ key players
Option Pricing [Jun '22 – Aug '22]	<i>Finsearch / Finance Club / Worked in a 4- member team & performed qualitative analysis of option pricing models</i> <ul style="list-style-type: none"> Applied Black-Scholes Model theory of options pricing to predict the prices in the Indian Stock Market (NSE) Obtained an accuracy of 84.18% on Bank Nifty Call Option (14-Day Expiry) using Black-Scholes options model
Enron Case Study [Jan '22 – Mar '22]	<i>Guide: Prof. Biplab Banerjee / C-MInDS, IIT Bombay / Course Project / Technical Analysis of the financial scandal</i> <ul style="list-style-type: none"> Analysed a dataset of 500K+ company emails using k-means clustering to identify people involved in fraud Classified 144 employees based on their financial records using Decision Tree Model F1 Score = 0.76

ACCOLADES & EXTRACURRICULARS

Sports	<ul style="list-style-type: none"> Inter-IIT Represented IIT Bombay Cricket Team ['22] Completed 6-days Kedarkantha Trek (12500 ft.) ['21] 	<ul style="list-style-type: none"> Gold in Cricket at Aavhan, IIT Bombay ['22] Gold in U-16 District Cricket Tournament ['17]
Scholastic	<ul style="list-style-type: none"> Received INSPIRE Scholarship by Govt. of India ['20] Awarded Branch Change (Top 9%) for exceptional academic performance in 1st year out of 1300+ students Achieved 99.21 %ile in JEE Mains Ranked in top 2% in the JEE Advanced among 0.16M candidates 	<ul style="list-style-type: none"> Awarded highest grade AA in 10+ courses ['23]
Certifications	<ul style="list-style-type: none"> Investment Banking by JP Morgan Chase & Co. Strategy Consulting by Boston Consulting Group 	
Social	<ul style="list-style-type: none"> Delivered sessions in 3 schools in the Career Counselling Campaign organised by Abhuday, IIT Bombay Mentored 10+ students from underprivileged backgrounds for JEE with frequent feedback sessions 	
Technical	<ul style="list-style-type: none"> Python (Libraries: numpy, matplotlib, pandas, seaborn, scipy) C++ Java SQL LaTeX R Programming 	
Interests	<ul style="list-style-type: none"> Adventure Travel Investment - Stocks & Mutual Funds Fitness Shark Tank Music & Dance appreciator 	