



Sreetam Tripathy
Mechanical Engineering
Indian Institute of Technology Bombay

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B.Tech.
Gender: Male
DOB: 03/03/2002

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

PROFFESIONAL EXPERIENCE

Research Analyst | Opulence Business Solutions [Jun'23-Jul'23]

One-stop consulting firm for investment-banking solutions and financial advisory services

- Conducted an extensive **sector analysis** of Indian Insurance market, scoping the landscape for investor needs
- Led a **team of 4** overseeing the exploration and assessment of investors for Ascendo, a deep-tech startup lab
- Client: **PayMate** | *Pioneering efficient and seamless B2B transactions for enterprises through mobile payments*
- Formulated investor pitching strategy for **USD 50Mn** based on comprehensive primary and secondary research
- Collaborated in the pitch by intertwining financial health, company vision, and milestones for maximum impact
- Client: **Zappfresh** | *Spearheading a true farm-to-fork online platform delivering meat and seafood across India*
- Delved deeply in the Indian non-vegetarian market to dissect consumption patterns and **unit economics** of sale
- Suggested strategic insights about expansion into South Indian market leveraging regional consumer behaviours

POSITIONS OF RESPONSIBILITY

Activity Associate | Educational Outreach, NSS IIT Bombay [Jun'21-May'22]

Largest student volunteer body in IIT Bombay | Serving 1million+ people nationwide

- Coordinated **10+** initiatives collaborating in a 14-membered team striving to make **education accessible to all**
- Led **50+** volunteers directing **2000+ hours** of community service spread across **5 initiatives** and two semesters
- Brought an overall **Y-o-Y growth** of **45%** in subscribers and **43%** in views of **VFP** on YouTube using **SEO**
- Part of the **14-member team** responsible for organising **Abhinay** impacting **1000+** students from **10+ NGOs**

Events Convener | Saathi, IIT Bombay [May'23-Present]

First ever college body for LGBTQ+ inclusion in India | Rangavali: First ever queer fest at IITB

- Ideated and organised **9 events** for Rangavali along with **70+** volunteers attracting a footfall of **800+** over 2 days
- Responsible for creating a secure environment for **14k+** on the campus students to openly express themselves

Teaching Assistant | HS-113, HSS Department [Jul'23-Present]

- Facilitated effective learning by aiding the instructor in course planning, tutorials, and handling course logistics
- Part of **4-member team** responsible for the evaluation, feedback, and academic counselling of **120+** students

KEY PROJECTS UNDERTAKEN

Profit Optimisation of Retail Store | Course Project | Prof. Kulkarni [Jan'23-Apr'23]

- Analyzed real-time data from **10+** retail outlets to establish correlations between discount strategies and revenue
- Projected a **21% increase in profits** using **Vensim** to simulate optimisation loops involving 5 financial factors
- Conducted **competition analysis** on the effect of new store openings and projected **15%** market share growth

Early Signs and Prediction of Bankruptcy | Financial Research | Self Project [Jun'22-Jul'22]

- Investigated **15+** financial ratios of 3 companies spanning over a decade to establish correlations with bankruptcy
- Applied **Springate Model** and **Z-Score Model** on financials of Reliance Communications to study its downfall

Financial Indicators of Climate Change Risk | FinSearch | Finance Club [Jul'23-Aug'23]

- Segregated **30+** companies in **3 risk profiles** based on **climate risk exposure** analysis and financial stability
- Performed analysis of **10+** polar firms, assessing their **long-term sustainability** using **financial indicators**
- Ideated **ESG-sensitive** investment portfolio aligning investors' climate risk tolerance and sustainability goals

Zee-Sony Merger: A Closer Look | Self Project [May'23-Jun'23]

- Scrutinized over **10** financial ratios, loan books, and valuation metrics by combining their financial statements
- Analyzed & compared **10+ KPIs** across the merged firms with industry competitors to understand the market

EXTRACURRICULAR ACTIVITIES & ACCOLADES

- Awarded **Branch Change** to Mechanical Engineering (**Top 9%** out of 1300+) due to exemplary performance
- Part of **Gold Medal** winning team in Basketball at the **55th Inter IIT Sports Meet** held at IIT Delhi ['22]
- Placed **4th** representing **Andhra Pradesh** in Sub-Junior National Basketball Championship in Hyderabad ['16]
- Secured **First** Position in Basketball at the **national level** sports fest, Skream'22 held by K. J. Somaiya ['22]
- Participitated as a **Digital Accelerator** in the Virtual Experience Program hosted by **PwC Switzerland** ['22]
- Completed a 2-week **ISRO** certified Space Science and Technology Awareness Training(START) program ['23]
- Awarded **Special Mention** for my exemplary volunteering work under **Ummeed** at NSS IIT Bombay ['20-'21]
- Composed, directed, and performed a skit for an inter-club competition, bagging first prize out of 4 teams ['15]
- Mentoring **10** Campus Representatives of Abhyuday ['23] • Taught **15+** students Hindi under Ka Kha Gha ['21]
- Tools & Softwares** MS Office, SQL, Figma, Power BI, Jira, Miro, Google Analytics, Canva
- Languages** C++, L^AT_EX, Python(NumPy, pandas, Matplotlib, sklearn, PyTorch), Git, MATLAB