

Sumit Punshi

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EDUCATION

University of Massachusetts Amherst College of Social & Behavioral Sciences Bachelor of Science in Managerial Economics, Minor in Business	Amherst, MA
	May 2026
<ul style="list-style-type: none">• Cumulative GPA: 3.703• Deans List Fall 2022, Fall 2023 - Spring 2025, Recipient of Chancellors Award.• Relevant Coursework: Financial Modeling, Financial & Managerial Accounting, Corporate Finance, Data Analytics with R/SQL, Econometrics, Decision Analysis, AI in Economics, Programming with Data Structures	

WORK EXPERIENCE

Sallie Mae Bank Summer Analyst	Newton, MA
	June 2025 – August 2025
<ul style="list-style-type: none">• Evaluated Moody's and DBRS presale reports, securitizing student loan ABS asset classes into A1A and A1B tranches totaling \$2.63B, mapped SOFR-based pricing and credit enhancement features; produced briefs for senior leadership.• Developed "Sallie Mae Debit card" integrated with High-Yield Savings projecting +7% YoY revenue growth and built an interactive retail-deposits calculator (CD, money market, HYS).• Led urgency messaging and student loan pre-qual with SEO optimization, driving 600k+ applications (+27%) and \$6.3B in approvals; created Power BI dashboards tracking application KPIs.	
New Student & Family Programs Orientation & Transition Leader	Amherst, MA
	May 2024 – Jan 2025
<ul style="list-style-type: none">• Coordinated event planning operations for 6,000+ students using Excel for task allocation and performance tracking, increasing workflow efficiency by 40% and ensuring seamless execution of large-scale programs.• Managed social media marketing initiatives, leveraging data analytics to optimize campaign reach while creating engaging visuals to enhance audience engagement.	
EFU Life Insurance Sales Coordinator Intern	Karachi, Pakistan
	June – July 2023
<ul style="list-style-type: none">• Streamlined client interactions, coordinating over 100 case renewals and setting up 20+ appointments, enhancing sales team efficiency and driving successful client engagements.• Executed data-driven outreach by integrating cold calls and personalized emails, achieving a 30% lead conversion rate and enhancing client acquisition strategies.	

PROJECT EXPERIENCE

Electric UM-Kart Founder & Project Director, Formula One UMass	Amherst, MA
	January 2025 - Present
<ul style="list-style-type: none">• Engineering a marketing automobile with high-torque, lightweight powertrain, maximizing sponsor visibility.• Modeled tier-based pricing delivering 45% sponsor ROI and recurring revenue run-rate under multi-year agreements.	
Minutemen Grand Prix Founder & Strategy, Formula One UMass	Amherst, MA
	December 2024 – Present
<ul style="list-style-type: none">• Launched custom 4WD RC cars for campus racing, integrated with AI telemetry to benchmark lap times.	

LEADERSHIP EXPERIENCE

Formula One UMass President & Treasurer (Website)	Amherst, MA
	September 2023 – Present
<ul style="list-style-type: none">• Established financial and operational framework: secure funding, manage P&L, execute fundraisers and ensure compliance.• Scaled organization 5x through member acquisition; lead 22 annual events, stakeholder relations, and campus partnerships.	
Student Government Association Student Senator	Amherst, MA
	August 2023 – May 2024
<ul style="list-style-type: none">• Represented 22,500 students - voted on financial proposals and approved budget motions governing \$3.8M in allocations.• Served on Academic Oversight Committee; collaborated with faculty to deploy Top Hat across university courses.	

SKILLS

Programming: Java, Python, SAS, JavaScript, R, HTML
Software: Microsoft Office Suite (Excel, PowerPoint, Word, Outlook), Google Workplace, RStudio, Tableau, Power BI
Campus Involvements: UMass Investment Club, Pakistani Student Organization, UMass Rowing, Intramural Soccer
Languages: English, Urdu, Sindhi, Hindi