

# Sumit Punshi

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## EDUCATION

University of Massachusetts Amherst  
College of Social & Behavioral Sciences

Amherst, MA

Bachelor of Science in Managerial Economics, Minor in Business

May 2026

- **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

Newton, MA

Summer Analyst

June 2025 – August 2025

- 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

Amherst, MA

Orientation & Transition Leader

May 2024 – Jan 2025

- 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

Karachi, Pakistan

Sales Coordinator Intern

June – July 2023

- 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

Amherst, MA

Founder & Project Director, Formula One UMass

January 2025 - Present

- 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

Amherst, MA

Founder & Strategy, Formula One UMass

December 2024 – Present

- Launched custom 4WD RC cars for campus racing, integrated with AI telemetry to benchmark lap times.

## LEADERSHIP EXPERIENCE

Formula One UMass

Amherst, MA

President & Treasurer ( [Website](#) )

September 2023 – Present

- Established financial and operational framework: secure funding, manage P&L, execute fundraisers and ensure compliance.
- Scaled organization 5× through member acquisition; lead 22 annual events, stakeholder relations, and campus partnerships.

Student Government Association

Amherst, MA

Student Senator

August 2023 – May 2024

- 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