

AKSHAT MEHTA

ACADEMIC PROFILE

Degree/Certificate	Institution	Percentage/CGPA	Year
B-Tech	Chemical Engineering IIT (BHU), Varanasi	9.19	2023
ISC (XII)	City Montessori School	97.25	2019
ICSE (X)	City Montessori School	96.40	2017

INTERNSHIP/TRAINING

Business Analyst at Hyperverge May'22 - Jul'22

- Strategized a **0-1 growth strategy** for company to expand in **\$10Bn US market** in KYC and Identity verification
- Studied business models of **500+ companies** across US, Africa and EU to deduce clients, channel partners and leads
- Ran 5+ personalized campaigns with **500+ leads** having **>90% open rate** and generated clients worth **\$1M ARR**

Product Management Internship at Black Console Technologies May'21 - Jul'21

- Coordinated with design, development and ML teams to develop **Minimum Viable Product** for an ed-tech platform
- Made wireframes, designed user flows and worked on user research to develop the online website

PROJECTS

Management Consulting Internship at E&Y Jun'22 - Aug'22

- Conducted secondary research for **3 cities** in India & Bangladesh and analysed stakeholders in plastic value chain
- Researched about Plastic Waste Management Laws in India and Bangladesh and presented them to client

National Winners in Consulting Project for Valeo Jan'21 - Mar'21

- **Ranked 1st among 200+ teams across India** in the Case Study Challenge; devised market entry for Valeo in ADAS
- Researched 30+ sources, conducted 6 expert interviews and recommended **3 unique marketplaces** to Valeo

National Winners in PMx, IITG Dec'21 - Jan'22

- Led a team of 4 to **1st position** in PMx, a national Product competition, out of **1200+ teams** across India
- Ideated, developed and recommended a **new offering for Upraised** to help new startups in hiring process
- Studied user behaviour by analysing **4 user personas**, made user flow and **designed the landing page** for platform

Financial Modelling and Valuation of Hero MotoCorp Apr'20 - May'20

- Analysed the financial statement of Hero MotoCorp to make its **Balance Sheet, Cash Flow and P&L Statement**
- Forecasted the future growth of company and calculated its **DCF valuation**, market cap and share price

POSITION OF RESPONSIBILITY

Joint Secretary, Literary Club, IIT BHU May'21 - May'22

- **Spearheaded a team of 40** and conducted 10+ literary events and competitions for **1000+ participants** across India
- Facilitated **25 workshops**, mentored **100+ students** and invited **5+ authors** to establish a rich literary culture

Learning Unit Manager, ShARE IIT BHU Jun'21 - Jun'22

- Mentored a team of 5 to become **Asia Champions across 15+ colleges** in ShARE consulting competition
- **Organized 10+ sessions and oversaw 20+ consulting projects** to imbibe consulting excellence in mentees

Tournament Director, IIT BHU PD Jan'21 - Mar'21

- Conducted the **first international edition of IIT BHU PD** which saw participation from **200+ from 9 countries**
- Invited eminent judges, contacted participants and resolved conflicts over 3 day tournament to make it successful

HONOURS AND ACHIEVEMENTS

- Ranked **2nd in Product** and **66th in Business Operations** out of **450,000+** participants in Embark Upraised 2021
- National **Finalists in Smart India Hackathon**, an entrepreneurship competition organized by Government of India
- **College winners** in Adhyayan, a case study competition conducted by Society of Chemical Engineers
- **Winners in Koan, a case study competition having 50+ teams**, organised under Jagriti, IIT BHU
- **Second runners up in Case-a-Thon having 80+ teams**, organised under Technex, IIT BHU

EXTRA-CURRICULAR ACTIVITIES

- **Novice Champion in Smart Debates**, an international debate competition having 200+ participants
- Octofinalist at Uhuru Worlds, an international debate competition having 400+ participants
- Volunteered and mentored slum children on a weekly basis in Kashi Utkarsh to educate and empower them

T: 7355665416 **E:** akshatmehta06@gmail.com **Address:** Gomti Nagar, Lucknow