

Mayank Lokwani
Mechanical Engineering
Indian Institute of Technology, Bombay
Specialization: Computer Integrated Manufacturing

08D10031
Dual Degree(B Tech + M Tech)
Male
DOB: 3rd May 1990

Examination	University	Institute	Year	CPI/ %
Graduation	IIT Bombay	IIT Bombay	2012	8.0

SCHOLASTIC ACHIEVEMENTS

- Cleared **Chartered Financial Analyst(CFA)** Level 1 (2012)
- Awarded **Gold Medal** in **International Chemistry Olympiad** training camp (2008)
- Scored 83.3(**top 0.5 %**) in Finance Knowledge and Aptitude in **Bloomberg Assessment Test** with over 50,000 test takers and **Rank 3 worldwide** amongst over 3500 engineering undergraduates (2012)

PROFESSIONAL EXPERIENCE

TOSS FINANCIAL SERVICES GROUP, Boutique Investment Bank, Mumbai (Jun 2012– Jul 2012)

Market entry analysis of Participatory(Sharia) Finance principles in India through Cooperative Credit Society model

- Analyzed growth potential of **Sharia Finance** in India by conducting in-depth study of govt policies and market trends
- Developed a **financial model** to estimate the value of proposed entity based on DCF analysis
- Formulated a **business proposal** for mid-east investors to obtain **funding of US \$10 million** conforming to Indian FDI norms; Received a **Letter of Recommendation** for the contribution

HINDUSTAN ZINC LTD, Sales and Procurement Dept, Debari (May 2011– Jul 2011)

Reduction in average lead time from Purchase Request(PR) creation to Purchase Order(PO) release

- Prepared a comprehensive As-Is micro level map for the material procurement process
- Identified **5 key improvement parameters** using elements of **DMAIC** such as Pareto Chart, CTQ and fish bone analysis
- Proposed a new model to effectively manage procurement resulting in **43 % reduction** in lead time
- Formulated Standard Operating Procedure to institutionalize and sustain new capability

LEADERSHIP EXPERIENCE

MANAGER, EVENTS, THE ENTREPRENEURSHIP CELL, IIT BOMBAY (Mar 2010 – Feb 2011)

Part of a 20 member team to promote entrepreneurship and innovation managing an annual budget of INR 6 million

- Led a **2-tier team** of 40 students to execute 2 international, 3 national and over 10 Institute level events
- Forged **International associations** with Board of Innovations(Belgium), iWeekend(Spain) and RPI(USA)
- Revamped Vulture's Nest(funding platform) resulting in investment worth **INR 18 million**
- Developed the structure of **Stock Market Simulation** game played by over **2000 participants**
- Consolidated E-garage resulting in a 5 fold increment in participation by collaborating with SINE and SJM School of Mgmt
- Achieved a **30% increase** in registrations in the Entrepreneurship Summit 2011 by pioneering segment focused events like networking arena, unorthodox workshops and business mentoring hub

ADVISOR, NATIONAL ENTREPRENEURSHIP NETWORK(NEN), MUMBAI (Apr 2010 – Jan 2012)

Led Entrepreneurship Campaign aimed at building an entrepreneurial ecosystem in India; nominated by NEN

- Established and mentored entrepreneurship cells in **9 colleges** across Mumbai
- Monitored institutionalization of organizational strategy by engaging faculty and alumni

ACADEMIC PROJECTS

INVESTMENT CLIMATE, FOREIGN DIRECT INVESTMENT IN RETAIL (Jul 2012 – Sep 2012)

- Performed statistical analysis of the **investment scenario** for Foreign Direct Investment in Retail Sector in India
- Evaluated relative importance of factors in determination of FDI by using regression analysis

BENCHMARKING STUDIES IN METAL CASTING, Master's Thesis (Apr 2012 – Present)

- Developed the **benchmarking criteria** for validation and comparison of casting simulation packages
- Designed experimental setup to validate the flow model & study the impact of variations on casting quality

SKILLS, ACTIVITIES AND INTERESTS

Financial Training	<ul style="list-style-type: none"> Corporate Valuation, Stern Business School, NYU Financial Modeling, Wall Street Training
Volunteer, E-Foundry	<ul style="list-style-type: none"> National Knowledge Network Initiative funded by Ministry of Communication and IT Refined educational content related to casting for free access to academicians and professionals
Others	<ul style="list-style-type: none"> Lead Compère at the Entrepreneurship Summit 2012 3rd at Vogue, India's largest Inter-collegiate fashion & modeling competition (2010)