



**Pradip Singhi**  
**Mechanical Engineering**  
**Indian Institute of Technology, Bombay**

**09010050**  
**UG Third Year (B.Tech.)**  
**Male**  
**DOB: 18-10-1990**

Examination	University	Institute	Year	CPI / %
Graduation	IIT Bombay	IIT Bombay	2011	6.85
Intermediate/+2	CBSE	DAV Public School	2009	84.80
Matriculation	ICSE	Don Bosco	2007	95.40

## INTERNSHIPS

### India Infoline, Kolkata

*May-July 2011*

- Scrutinized life insurance companies with portfolio investments in emerging markets in order to attract clients looking to hedge against FX and interest rate risks
- Compiled several companies performance reports' and valuations using VaR and DCF techniques
- Researched various private equity firms and tested hypothetical portfolios in distressed scenarios
- Acquired good understanding of technical analyses, simulation and back-testing strategies

### Edelweiss, Mumbai

*December 2010*

- Supported Portfolio Managers in asset allocation across different classes (Bonds, Equities, Debentures, etc) based on clients' objectives and risk/return profile
- Created performance reports on Options and structured products on Equities and Commodities
- Performed correlation and regression analyses on returns on several asset classes and funds

### Standard Chartered Bank, Kolkata

*May-July 2010*

- Analyzed Mutual Funds and Equities Market based on fundamental factors and proposed (later got implemented) a sample investment of INR 5 lacs in the 'Equities Diversified' category
- Identified potential clients for the bank in the state of Orissa and Jharkhand on the basis of erstwhile MoU(s) signed with the State Government and suggested a total of 12 companies
- Put together reports on several industry specific sectors, including Automobiles and Hospitality which was awarded the 'Best Report by an Intern'

### iDiscoveri, Gurgaon

*December 2009*

- Worked in a 20 member team to design lesson plans to assist school teachers
- Implemented 'experiential learning' concept to revolutionize classroom teaching

## FINANCIAL CERTIFICATIONS

- Secured 3<sup>rd</sup> rank in **Business Economics** exam conducted by the Actuarial Society of India
- Cleared 5 modules of the **NCFM** exam conducted by the NSE: *Financial Markets* (99%), *Interest Rate Derivatives* (96%), *Equity Derivatives* (95%), *Options Trading Strategies* (94%) and *Investment Analysis and Portfolio Management* (94%)
- Registered for FRM (November 2011) and CFA Level 1 (December 2011)

## STRATEGY RESEARCH

### University of Chicago, Booth School of Business (Prof. James Schrager)

- Analysis of General Motors' history and business plan in the current scenario. Aided with financial analysis, future strategies were suggested. The literature appeared in financial journals
- Conjectured marketing strategy for Coca Cola, Microsoft Xbox and assisted in designing Starbucks' strategy to enter Indian markets
- Studied their nature of contracts and solved optimization problems pertaining to pricing models

### **Indian Institute of Management, Calcutta (Prof. Sougata Ray, Dean, Strategy)**

- Researched on the project titled, 'Managing strategic transformation of Hi-Tech Internationalizing firms in India', sponsored by the Government of India
- Worked on complex strategic issues and applied data analytic techniques to suggest new business plans for volatile multinational IT companies like Infosys, Wipro, TCS, Accenture

### **IIT Bombay (Prof. Ashish Das, Statistics Dept.)**

- Researched on the project titled, 'Cashless Payment Systems in India', and investigated on the usage of card business, regulatory framework and volumetric transactions
- Collected data to determine transaction costs, preferences, effect of surcharge, etc and proposed a roadmap to increase card usage to RBI to minimize money printing cost (presently 2,800 crore)

### **Independent papers:**

- 'It's All Greek To Me', working on the bubble crisis faced by Greece and other PIGS nations
- 'Debt Man Walking', a study on the US debt exposure, risks associated and future implications

## **EDUCATION**

- Secured All India Rank **472** in IIT JEE 2009
- Pursuing Minors (Credit) in **Statistics**: Probability, Statistical Inference, Regression Analysis, etc
- Pursuing Minors (Audit) in **Mathematics**: Real Analysis, Basic Algebra, Complex Analysis, etc
- Others: Discrete event Simulation, Markov Chains, Optimization, Operations, Economics, C++

## **LEADERSHIP**

### **Manager, Avanti Fellows**

*Avanti fellows is a pan IIT initiative run by current students to promote education amongst poor children*

- Led a team of 15 mentors, and was a core member of the pan IIT managerial team which looked after the educational progress of more than 50 IIT aspirants
- Contacted more than 80 government schools and conducted entrance exam for 700 students spread over 4 weekends. Coordinated above 100 home interviews to finally select 50 students

### **Institute Squash Secretary**

- Initiatives include formulating plan for the construction of 3 new courts at a budget of Rs 30 lacs and introducing Ranking & Challenge system for the 1<sup>st</sup> time for any sport at the institute level
- Responsible for structuring all Squash events in the institute and Inter IIT Championships

### **Hostel Sports Secretary**

- Won the overall Sports GC for the 1<sup>st</sup> time ever, ensuring participation in 18 inter-hostel events
- Conceptualized and implemented 'Hostel Premier League' as its Overall Coordinator
- Initiatives included Sudoku Sprint, Biathlon events and Slow Cycling races
- Awarded with Best Secretary, Hostel Sports and Organization Colors for exceptional contribution

## **EXTRA CURRICULAR ACTIVITIES**

- Member, **Inter IIT Squash Team** and Runners-up in IIT Bombay Lawn Tennis Championships
- Cleared **RBI's Young Scholars exam** 2011, among the top 50 who were offered an internship
- Selected for the **Tata Jagriti Yatra** (social entrepreneurship) 2011-12 on full scholarship
- Learning Japanese as a foreign language, also a keen explorer of new cultures and places
- Interests: Virtual Stock Exchange, Currency & Commodity Markets, Strategy Games