



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

**08D10031**  
**Dual Degree(B Tech + M Tech)**  
**Male**  
**DOB: 03/05/1990**

Examination	University	Institute	Year	CPI
Graduation	IIT Bombay	IIT Bombay	2012	7.85

### SCHOLASTIC ACHIEVEMENTS

- Cleared **Chartered Financial Analyst(CFA)** Level 1 (2012)
- Awarded a **Gold Medal** in **International Chemistry Olympiad** training camp (2008)
- Scored 83.3(**top 0.5 %**) in Finance Knowledge and Aptitude in **Bloomberg Assessment Test**  
*Standardized test to gauge financial knowledge and career skills; over 50,000 test takers* (10/8/12)
  - **Rank 1 worldwide** amongst engineering undergraduates

### PROFESSIONAL EXPERIENCE

**TOSS FINANCIAL SERVICES GROUP**, Boutique Investment Bank, Mumbai (Summer 2012)

*Analysis of introducing principles of Participatory(Sharia) Finance in India through Cooperative Credit Society Model*

- Analyzed the growth potential of US \$1 trillion industry of Sharia Finance in India by studying market trends
- Developed a **financial model** to estimate the value of the proposed entity based on DCF analysis
- Formulated a **business proposal** to obtain **funding of US \$10 million** through a SPV conforming to Indian FDI norms to present to mid-east investors
- Received a **Letter of Recommendation** for the work done

(Summer 2011)

**HINDUSTAN ZINC LTD.**, Sales and Procurement Dept., Debari

*Reduction in average lead time from PR creation to PO release*

- Prepared a comprehensive As-Is Micro level process map for material procurement process
- Identified **5 key sources of variation** and other opportunities for error
- Recommended short-term and long-term measures to achieve **43 % reduction** in lead time

### LEADERSHIP EXPERIENCE

**MANAGER, EVENTS, THE ENTREPRENEURSHIP CELL, IIT BOMBAY**

(Mar 2010 – Feb 2011)

*Led a 2-tier team of 40 students to execute 2 International, 3 National and several Institute level activities*

- Forged **International associations** with Board of Innovations(Belgium), iWeekend(Spain) and RPI(USA)
- Developed the structure of **Stock Market Simulation** game played by over **2000 participants**
- Restructured Vulture's Nest(funding platform) enabling investment of **INR 18 million** across 2 start-ups
- Launched E-Garage, team building and mentoring platform by collaborating with **SINE, SJM School of Management**
- Achieved a **30% YOY increase** in participation in the Entrepreneurship Summit 2011 by pioneering segment focused events like Networking Arena, unorthodox workshops and Business Mentoring Hub

(Jan 2011 – Dec 2011)

**ADVISOR, NATIONAL ENTREPRENEURSHIP NETWORK, MUMBAI**

- Nominated by NEN to establish and mentor entrepreneurship cells in **4 colleges** across Mumbai
- Provided guidance on organizational structure, event planning and generation of sponsorship

### ACADEMIC PROJECTS

**INVESTMENT CLIMATE, FOREIGN DIRECT INVESTMENT IN RETAIL**

(Jul 2012 – Present)

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

**BENCHMARKING STUDIES IN METAL CASTING**, Dual Degree Thesis

(Apr 2012 – Present)

- Developed the **benchmarking criteria** for validation and comparison of casting simulation packages
- **Technical paper** in preparation on '*Casting simulation software benchmarking protocol*'

### SKILLS, ACTIVITIES AND INTERESTS

**Computer Skills** C++, VBA

**Financial Training** • Corporate Valuation by Prof Damodran, Stern Business School, NYU

• Financial Modeling Course by Wall Street Training

**Community Work** • Volunteer in **E-Foundry**, a **National Knowledge Network** Initiative

• Developed educational content related to metal casting; demonstrated to over 5 foundries

**Miscellaneous** • **Lead Compère** in the Entrepreneurship Summit 2012

• **2<sup>nd</sup>** runner up in **Vogue**, India's largest Inter-collegiate fashion & modeling competition

