



PROFESSIONAL EXPERIENCE

(11 MONTHS)

Graduate Trainee Engineer – Siemens Limited, India

July 2009 – June 2010

Siemens Group in India is a leading inventor and implementer, operating in core business segments of Industry, Energy & Healthcare.

- Project Acquisition:
 - **Formulated Technical & Commercial Bids** for SAIL, 'BSP Nitrogen Purging Fire Protection System for Transformers Project'.
 - Order worth **Rs.6.2 Million** awarded to Siemens Limited, India.
 - **EBIT** (as % of Contract value) of **approximately 35 %** achieved (Steel Industry Standards of EBIT is on an Average 12-20 %).
 - **Letter of Appreciation** for the contract from **GM, India** Head Power Distribution, Metal Technologies, Siemens Limited.
 - Instrumental in **convincing client (PSU SAIL)** in adopting new Nitrogen Fire Fighting Technology
- Project Execution: **Handled supplies & commissioning activities** for SAIL BSP Project of Contract value Rs. 340 Million.
- Certifications: **GBCA Certification** for complying with Ethical Business practices and adherence to Global Competition Law.

INTERNSHIPS/PROJECTS

Summer Internship – Everstone Capital Private Equity – Nashik Vintners Pvt Ltd (Sula Wines: Finance Division)

May 2011– July 2011

Project: Brand Net Profitability Report

- Project involved working with **CFO** of the wine company, with funding from Everstone PE fund, Indivison I.
- Created a report to highlight **brand-wise performance, net profitability** so as to assist management to take strategic decisions.
- Calculated **brand profitability** for more than 25 brands of company for year FY2011.
- Reconciled **expenses** for FY11 and set up a **framework to highlight brand and state wise over-expenditure**.
- Documented standard operating procedure of the framework.

Results: Management has taken several **strategic decisions on continuing-discontinuing brands, curbing specific expenses**, schemes and promotions, etc based on the report and expects to see the **improved profitability** based on the same for FY2012.

Winter Project – Seedfund, Seed Advisors Pvt. Ltd.

December 2010 – January 2011

Project involved working with company **CFO** on evaluating current inline project:

- Worked on the **valuation and sensitivity analysis of Microfinance Company**.
- Analyzed the market opportunities for **Private Equity investment in Education and E-Commerce** as sectors.

Part Time Project –ICICI Bank: Door Step Banking (DSB) Division

- Devised a **Value Stream Map** to reduce operations time and improve operational efficiency for DSB process of ICICI Bank
- Conducted **field visits** to help understand process faults and developed a **Future state map** with recommendations to improve process time and efficiency.

Part Time Project –Digital Assets Deployment, Spain (Business Incubator for Internet & Technology ventures)

- **Evaluating Indian web based** ventures as investment opportunities for **DaD** in India.
- As Mumbai, India representative of **DaD** look out for **strategic associations with Educational Institutes, VC's, etc.**

EDUCATION

2012	Master of Management	SJMSOM, IIT Bombay	8.9/10
2009	B.Tech (Electronics)	V.J.T.I., Mumbai	9.3/10
2006	Diploma (Elec. & Comm.)	Vivekanand Polytechnic Mumbai	89.20% (3rd in State)
2003	SSC	M.V.E.H.S., Mumbai	90.26%

ACADEMIC ACHIEVEMENTS & AWARDS

- **Government of Maharashtra** Scholarship for academic excellence in Higher Education 2011 – 2012.
- SJMSOM Endowment Fund Merit Scholarship **excellent academic performance** in 1st semester of MBA 2010- 2011.
- **Among top 2% students** in college to be endowed **JRD TATA scholarships for Academic Excellence** in B.Tech
- **Among top 100 students** in the country to be awarded '**Mahindra All India Talent Scholarships**' in Diploma Engineering
- **3rd in Maharashtra State, MSBTE Board** in the course wise merit list for Diploma in Electronics and Communication Engineering

POSITIONS OF RESPONSIBILITY

- **Induction Team Coordinator:** Responsible for planning and executing a month long **Orientation program for SJMSOM 2013 Batch**
- Volunteer for '**Ashwamedh– Private Equity Game**', event of the SJMSOM, IIT Bombay's business festival **AVENUES 2010**.
- Elected by **hostel 14**, IIT Bombay as a **Maintenance secretary** for year 2010-11.
- **Event Coordinator** of the main Event Nautilus, at Technovanza, a **National Level Technical Festival of VJTI – 2008**.
 - Instrumental in acquiring sponsorship for this main event along with the core Sponsorship Team.
 - Promoted the event by working in tandem with the Publicity committee.
- **Organizer** of Event 'Dumb Charades', at Pratibimb, a **National Level Cultural Festival of VJTI 2007**

EXTRACURRICULAR ACTIVITIES

- Member of **Finance Club**, SJMSOM IIT Bombay- platform for finance enthusiast SOMites to share and gain knowledge
- "Microfinance 2.0" article published in the March 2011 version of the "Infinite: The Finance Magazine of IIFT".
- **Secured 3rd place at Circuitrix - Online Trading Event of Technovanza**, National Level Technical Fest of VJTI 2006
- **Avid Blogger:** Blog about developments in the Industry @ '**Money Matters!!**'
- Hobbies include playing **Cricket**, playing **Guitar**, **reading fictional and Non Fictional novels and listening to music**
- Good Programming and operational skills in VBA, PowerPoint, Word and Excel
- Languages known : **English, Hindi, Gujarati and Marathi**