



Rohit Nyati
Metallurgical Engineering and Materials Science
Indian Institute of Technology, Bombay

08011019
B.Tech.
Male
DOB: 11-06-1990

Examination	University	Institute	Year	CPI / %
Graduation	IIT Bombay	IIT Bombay	2011	7.06

Profile Summary

- Diverse experience in business development, market research, engineering and capital advisory roles
- Played the role of initiator and problem solver; engagement in community service
- Self-motivated individual with excellent team work, analytical and interpersonal skills

Corporate Exposure

Birthstone Capital Advisors Pvt. Ltd., Mumbai - *Advisory and Business Valuation* (May'11-Jun'11)

- Assisted the senior analyst in evaluating the **business potential** of Beans Unlimited, a coffee service provider; formed comprehensive strategy and suggested **avenues** to boost its revenue
- Carried out **due diligence** of a packaging unit to verify enterprise value of the firm

Motilal Oswal Securities Ltd., Mumbai - *Benchmarking of Trading firms* (Dec'10-Jan'11)

- Led a 6-member team; benchmarked the **top 6 brokerage firms** based on 120 performance parameters
- Recommended key areas of improvement and received a **performance bonus** of **50%**

Reliance Capital Asset Management, Mumbai - *Equity Research* (Jun'10)

- Analyzed the drug development portfolio and **New Chemical Entity** research pipeline
- Business Analysis of Pharma industry – **Porter's** Five Forces model and **PEST** analysis

Family-Owned Business Initiatives

Business Development Manager (H.T. Agro Foods Pvt. Ltd.) (May'09-till date)

- Contributed to the strategic plans for firm's growth; the company has grown at **60% CAGR** in revenue over last two years from **INR 40 crores to 100 crores**
- Conducted market research and successfully initiated discussions with MNCs like **General Mills, HUL**
- Enhanced **Cash Credit Limit** with State Bank at 2% lower rate; Saved interest of **INR 10 Lacs p.a.**

FMCG and Manufacturing Experience

Ruchi Soya Industries Ltd. - Optimization of Refinery Production (Jun'09-Jul'09)

- Surveyed the production process at refinery department of the 2nd largest FMCG company of India
- Recommended the requirement of separate power plant and alteration of the maintenance schedule

Bharat Aluminium Company Ltd. (Vedanta Group) - Pricing and Sourcing of Aluminium (Dec'10)

- Examined the factors affecting Indian aluminium market and studied the sector challenges

Extra-Curricular Activities

Community Service - Acknowledged by the **Member of Legislative Assembly** of Bundi district – proposed a civic plan for improvement in aesthetic value and hygienic scenario of the town

- **Bharat Vikas Parishad** - Worked in a team of 5 for over-all development of a village; raised funds
- Voluntarily worked with **NGO Samotal** at street children rehabilitation centre

Business Planning - Rewarded as the best **B-Plan** at Padarth, annual Materials festival of IIT Bombay

- Developed the plan in consultation with Mrityika Industries for production of Red-Oxide from Yellow-Oxide; implementation of the same increased **profits to 200%**

Mentorship - Mentored a team of 3 students to develop business plan and guided 20 students for IIT-JEE

Sports - Won 7 **Chess** Championships, captained School Basketball team, represented hostel in various GCs

Have a vivid interest in Travelling, Swimming, Horse Riding and Yoga