



Nitesh Agrawal
Civil Engineering
Indian Institute of Technology, Bombay

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B.Tech.
Male
DOB: 20-August-1990

Examination	University	Institute	Year	CPI / %
Graduation	IIT Bombay	IIT Bombay	2011	7.58

INTERNSHIP

OLACABS, MUMBAI

(May 2011-Jul 2011)

- Devised the **key strategy** for the execution and launch of one of its kind **GPS based On-Demand Car Service**
- Streamlined** current booking operations by **implementing technology** and **work process improvement**
- Prepared an efficient **Customer Relationship Management (CRM) strategy** by meticulously analyzing nature of competition and market environment which led to **3 fold** increment in booking volumes
- Increased** the fleet **40 times** which reduced the **stock out ratio** from **49 % to 0.05%**
- Received a **Pre Placement Offer** at the end of Internship

EXCLUSIVE SECURITIES LIMITED, INDORE

(May 2010)

- Evaluated the intrinsic value of Bharti Airtel by performing **fundamental analysis** using financial statements, shareholding pattern, technology and expansion plans
- Concluded **long signal** and made a profit of **4%** on the investment of **INR 1 million**

POSITIONS OF RESPONSIBILITY

MANAGER-EVENTS, TECHFEST '11

(Mar 2010 - Feb 2011)

Asia's largest Science and Technology Festival with a footfall of 75,000 students and a budget of INR 10.4 million

- Led a 2 tier team of **100** student volunteers to conceptualize and execute a gamut of events featuring more than **25 international artists**, all performing for the first time in India, and managed a budget of **INR 2.5 million**
- Generated **sponsorship amount** of **INR 3 million** by affiliating with foreign embassies and consulates
- Introduced and executed an entirely **new segment**, 'Verizon', encouraging social entrepreneurship ideas which was appreciated by **leading print media** like *Times of India, Mumbai Mirror, Hindustan Times and DNA*
- Spearheaded the establishment of Techfest centers at **Australia, Thailand** and **Sri Lanka** for "iNexus"

DANCE SECRETARY, HOSTEL 6

(Jul 2009 - Apr 2010)

- Initiated dance night** which promoted student participation in cultural activities; hostel stood **2nd** in cultural GC
- Organized workshops for **3 different genres** of dance which was critically acclaimed

ACADEMIC AND INDUSTRIAL PROJECTS

SIMPLEX INFRASTRUCTURES, Mumbai, Industrial Project

(Dec 2009)

- Estimated the amount of **steel and concrete** to be used in piles and pile caps for Eastern Freeway Flyover, The **Longest Flyover to be constructed in India**

AN ERGONOMIC STAIRCASE CLIMBING AID FOR ELDERLY, Course Project

(Sept 2009 –Dec 2009)

- Applied the **design process** to identify target users and their need through contextual interviews
- Reduced **cost by 30%** compared to the cheapest version available by using light weight ABS plastic

KEY EXTRA CURRICULAR ACTIVITIES

- Pioneered the foundation of '**Green Campus**' by persuading IIT Bombay authorities to install '**black water harvesting**' plant and installing **tetra pack recycled dustbins** across the institute (Jul 2010-till date)
- Awarded "**Sophomore of the Year**" of Hostel 6 (Jul 2009 - Apr 2010)
- Awarded "**Performing Arts Festival Color**" for exceptional contribution to Performing Arts Festival 2010
- Scripted** the short movie for Hostel 6 which stood **1st** in Film Making GC (Nov 2010)
- Led the hostel football team to win the **Gold Medal** in Inter-hostel Sports GC (Feb 2011)
- Photography Enthusiast, Avid interest in book reading with a self library of 50 books
- Pursuing a 60 hour **French** Course certified by **Alliance Française**, Mumbai