

Yash Gandhi

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EDUCATION

Western University

London, Ontario

Faculty of Science

Expected 2027

- **Awards:** 1st – TD Invent Pitch the Future Case Competition, 1st – Mississauga Steelheads / Ivey Sports Leadership Conference Case Competition, 1st – WFN VentureX Case Competition, 2nd – PBSN Pro-Bono Consulting Competition, 2nd – Deloitte / Aleph Interview Competition, 2nd – Bain Connect Conference 3rd – UWMCC / Monitor Deloitte / BCG Case Competition

WORK & LEADERSHIP EXPERIENCE

Super.com

San Francisco, CA

Vertical Operations Intern

May 2025 - Present

- Analyzed and optimized operational performance data leveraging Looker and Excel, proactively identifying supplier policy gaps and implementing cross-functional process improvements projected to deliver over \$100,000 in annual cost savings
- Orchestrated vertical initiatives using Snowflake (SQL) and Smartsheet, collaborating across business units to launch workflow redesigns that improved process efficiency by ~15% and directly supported Super.com's projection of its highest-ever membership revenue quarter (~\$20.5M; 4x growth year-over-year) and industry-leading profit enhancements
- Developed and institutionalized data-driven customer support protocols via Confluence and Gladly, enabling enhanced agent training and self-service solutions that improved first contact resolution, drove measurable CSAT improvements, projecting Super.com's most profitable quarter ever with ~\$15.8M contribution profit and \$5.5M EBITDA
- Developed a program in order to automate current dispute process – cutting down 40+ hours of manual labour per week; becoming the first intern in the company's history to present a use case in the Weekly Business Review (WBR) in front of 450+ employees

HotTakes Sports

Toronto, Ontario (Remote)

Senior Product and Operations Analyst

November 2023 - Present

- Enhanced investment potential by developing advanced cash flow and user behavior predictive models, contributing to a successful ~\$7.5M USD pre-seed funding round by substantiating financial forecasts with robust data analytics using Excel and python
- Optimized lead acquisition efficiency by integrating competitive benchmarking and business-driven development with predictive analytics, achieving a ~30% cost reduction and improved lead quality through refined and accurate targeting strategies
- Developed wire-frames and built user interfaces using Figma and React to accelerate an updated design of the mobile interface; incorporated user-driven personalization features with digital currency, projected to substantially improve customer retention
- Led the end-to-end development and successful launch of the HotTakes app, fostering a free-to-play sports gaming experience through iterative design, competitor benchmarking, and multiple beta testing phases to optimize user engagement, with prizes redeemable via PayPal, major gift cards, and crypto through Coinbase, achieving a top 100 ranking on the Apple Store charts

Lynwood Succession

Toronto, Ontario (Remote)

Private Equity Analyst

Summer 2024

- Contributed to due diligence for a service-based acquisition, including financial modeling, industry analysis, and creating pitch decks; aiming to secure a target with over ~\$1.5M annual EBITDA, enhancing Lynwood Succession's investment portfolio
- Developed financial forecasts and business scenario analyses for potential acquisition; supporting strategic decision-making in a live deal environment by identifying key financial drivers and providing critical insights to senior management and stakeholders
- Supported transaction execution by preparing investor presentations and performing market analysis, facilitating the advancement of a key acquisition under Letter of Intent (LOI); enabling strategic, data-driven investment decisions and stakeholder alignment
- Coordinated with senior investors to refine investment strategies for high-barrier, low cyclicality service industries, leveraging in-depth market research to drive forward the company's objectives in the B2B sector, resulting in targeted investment plans

EXTRACURRICULAR EXPERIENCE

Pre-Business Students' Network, President

2023 - 2025

- Led a team of over 40 executives in running the largest undergraduate business club at Western University with over 500 members (+36% YoY); facilitating \$30,000 in transactions for club operations, including financial forecasting and payment processing
- Hosted 22 events including the largest case competition and stock pitch at Western, with a combined participant base of over 2400 undergraduate students (+40% YoY) in collaboration with Fortune 500 companies and other prominent firms
- Connected members, Ivey students, and alumni through Member's Network; managing the PBSN blog and IMPACT series, and collaborating on the PBSN Insights Series podcast with the Executive Team – creating a network of interconnected professionals

University Cheat Sheet, Writer & Sponsorship Lead

2023 - 2025

- Assisted in creating a comprehensive guide for secondary students, bridging information asymmetry between wealth classes regarding post-secondary education opportunities; providing resources for post-secondary preparation on a free-to-access basis
- Highlighted in-depth evaluations of top business programs and covered their supplementary application processes; helping secure a partnership with MyBlueprint – a hub serving over ~1.25 million Ontario high school students; enhancing resource accessibility

SKILLS & INTERESTS

Other Experiences: Ivey Fintech – Operations, Hack Western – Sponsorships, Western Founders Network – Director of Industry

Skills: MS Office (Word, Outlook, Excel, and PowerPoint), Python, Java, HTML/CSS, Canva, Figma, React, Photoshop

Interests: Ice Hockey (Toronto Maple Leafs), Blog Writing, Formula 1, Weightlifting, Sightseeing in Europe, Public Speaking, Golf