

# Yash Gandhi

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## EDUCATION

### Western University

London, Ontario

Faculty of Science, Computer Science

Expected 2027

- **GPA:** 85.0% (3.9/4.0)
- **Relevant coursework:** Microeconomics, Macroeconomics, Business Fundamentals, Computer Science Fundamentals, Calculus
- **Awards:** 1<sup>st</sup> – TD Invent Pitch the Future Case Competition, 1<sup>st</sup> – Mississauga Steelheads / Ivey Sports Leadership Conference Case Competition, 1<sup>st</sup> – WFN VentureX Case Competition, 2<sup>nd</sup> – PBSN Pro-Bono Consulting Competition, 2<sup>nd</sup> – Deloitte / Aleph Interview Competition, 2<sup>nd</sup> – Bain Connect Conference 3<sup>rd</sup> – UWMCC / Monitor Deloitte / BCG Case Competition

## WORK & LEADERSHIP EXPERIENCE

### HotTakes

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 designed user interfaces using Figma and ReactJS 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, ultimately achieving a top 100 ranking on the Apple Store charts

### Pre-Business Students' Network

London, Ontario

President (formerly Director of Student Affairs)

October 2023 - Present

- 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 content series, and collaborating on the PBSN Insights Series podcast with the Executive Team – creating a network of interconnected professionals

### 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 cyclicity 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

### Super.com, Pro-bono Consultant

2024 - Present

- Led a consulting project for through Ivey Fintech Consulting Group; delivering market-sizing and optimizing their parlay strategy, resulting in identifying key channels, contributing to a ~25% increase in user acquisition and ~30% improvement in conversion rates.
- Introduced a comprehensive user education campaign around parlaying—featuring step-by-step tutorials, in-app prompts, and simplified visuals—which boosted average user spend by ~20% while reinforcing brand loyalty and driving higher repeat engagement.

### University Cheat Sheet, Writer & Sponsorship Lead

2023 - Present

- 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

### Canada Learning Code, Social Impact Consultant

Summer 2024

- Provided consulting services for a national non-profit administered alongside BrainStation, developing a long-term improvement strategy and framework for national expansion—endorsed by key stakeholders and projected to drive ~40% YoY outreach growth.

## SKILLS & INTERESTS

**Other Experiences:** Ivey Fintech – Director of Operations, Hack Western – Sponsorships Team, Western Founders Network – Director of Industry, Western Investment Club – Researcher, Midnight Capital – Analyst, Burlington Eagles Hockey Club – Goalie

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

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