



**Yash Sakhlecha**  
**Civil Engineering (B.Tech.)**  
**Indian Institute of Technology Bombay**

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Examination	University	Institute	Year	CPI/%
Graduation	IIT Bombay	Indian Institute of Technology Bombay	2017	7.03
Intermediate/+2	CBSE	Children Senior Secondary School	2013	92%
Matriculation	Cambridge IGCSE	Fazlani L'academie Globale	2011	85%

#### SCHOLASTIC ACHIEVEMENTS

- Amongst the 2 students to be selected for a fully funded semester exchange at the Technical University of Madrid, Spain
- Secured **All India Rank of 1218** in JEE advanced & **99.86 percentile** in JEE mains to advance among **1.5 million** aspirants
- Awarded Certificate of Merit for ranking in the **National top 1%** of the Indian National Physics Olympiad (INPhO)

#### ENTREPRENEURIAL & PROFESSIONAL EXPERIENCE

**SOUNDREX** | Core Team Member & VP Corporate Partnership Jan '16-Jun '16

*Spearheaded marketing & market research for the next generation sound technology for concerts*

- Winner of leading B-Plan competitions with a **valuation of €0.5 Million**; featured in **3 national newspapers**
  - Winner of the AIT grant worth €14,000**; 40 international teams invited for the finale at **Zurich, Switzerland**
  - Runners up in Eureka**, Asia's largest B-Plan competition with a global participation of **8500+ startups**
  - Raised **spot funding of €118,000** through a 14-investor consortium at the 10-minute Million pitching event
- Liaised with two event management agencies to schedule an 8-city tour for pilot testing of prototype
- Formulated **global market entry strategy** by analyzing live music industry & interacting with experts like **Shaan, Zaeden**

**ERNST & YOUNG** | Summer Associate Jun '16-Jul '16

*Power Sector | Business Modeling & Valuation Department, Transaction advisory services*

- Developed a **DCF model** & used **P/E, EV/EBITDA** ratios to perform valuation of a €0.8 Billion firm in the power sector
- Drafted report on valuation methodologies, using a case study to explain the concepts of Beta, ERP, WACC, etc.

**INIAR TECHNOLOGIES** | Business Development Executive Nov '14-Dec '14

*Technology commercialization consortium, partnering with global institutions to reposition India in sync with latest technology*

- Assessed commercial viability of **globally patented gear technology** with step-less transmission & 65% higher efficiency
- Negotiated with **Mahindra & Force Motors**; identified opportunities in the automobile, mining & drilling sectors

#### POSITIONS OF RESPONSIBILITY

**PRONITES, CORE GROUP MEMBER** | Mood Indigo, Asia's largest College Cultural Festival Mar '15-Dec '15

*Led a 2-tier team of 120 volunteers | Record increase in concert footfall: 7.5K to 15K | Net worth: €0.9 Million*

- Overhauled the traditional concert structure, executing the **1<sup>st</sup> and the largest concert in 45 years** on a 2-acre field
- Negotiated with 250+ artists globally to bring down total cost of 8 acts from **€153,000 to €75,000 (51% saving)**
- Signed 14 deals to sponsor prizes worth €14,000 & provide **Livewire** winners with an international platform

**CORE TEAM MEMBER** | ASMP, Student Alumni Relations Cell Jul '14-Apr '15

- Devised algorithm to automate mentor allotment, **reducing time by 67%** & improving mentor-mentee pairing
- Achieved **two-fold increase** in alumni participation; initiated an entrepreneurship wing to mentor institute startups

#### KEY PROJECTS

**MEDAPP** | Guide: Prof. Raj Jaswa, Former President, TiE, Silicon Valley Jan '14-Apr '14

- Charted B-Plan for **home delivery of medicines** to minimize delivery time & remove minimum billing threshold
- Formulated pricing strategy by surveying 50+ pharmacies; comprehended govt. policies on online delivery of medicines

**STUDY OF LUMINOSITY IN RURAL HOUSEHOLDS** | Guide: Prof. Chetan Solanki Jan '16-Apr '16

*An initiative supported by Govt. of India's NCEF worth €250 Million to distribute solar lamps to students in rural area*

- Mapped lighting conditions in rural areas & identified key factors by **surveying 400+ houses** across 4 states
- Used data visualization techniques to represent sample data; co-authored report recommending solutions

#### AWARDS & ACHIEVEMENTS

<b>AWARDS</b>	<ul style="list-style-type: none"> <li>Awarded Distinction in Speech and Drama up to Grade 2 by the <b>Trinity College, London</b></li> <li>Certified by <b>BSE</b> for completing a course in <b>Stock Market</b>; learnt about various investment instruments</li> </ul>
<b>LANGUAGE</b>	Native proficiency in English & Hindi   Basic proficiency in Spanish & French
<b>COMMUNITY INITIATIVES</b>	<ul style="list-style-type: none"> <li><b>Piece of Me</b>: Garnered <b>200+ organ donation pledges</b> by organizing awareness drives at malls &amp; colleges</li> <li><b>KEM Hospital</b>: Organized 3 blood donation camps to aid cancer patients; <b>300+ units</b> collected</li> </ul>
<b>ADVENTURE</b>	Certified mountaineer; completed a 26-day & 14-day expedition in the Himalayan Ranges