

Name

Address

email

Phone number

EDUCATION

Top 25 University

Blank, NA

Bachelor of Arts; Economics Major, Statistics Minor

December 2022

- Cumulative GPA: 3.63/4.00
- Formerly attended IU – Kelley School of Business, placed into ACE Program for Top 4 percent of students in the Kelley School
- Relevant Coursework: Statistical Analysis, Probability, Economic Risk and Uncertainty, Statistical Machine Learning, Computers in Finance, Business Presentations, Regression Analysis, Data Analysis in Python

WORK EXPERIENCE

Cloud SaaS Firm

Blank, NA

Enterprise Sales & Analytics Intern

June 2022 – August 2022

- Identified sales opportunities by understanding a potential prospect’s unique challenges and correlating them to those of current customers. 7 meetings booked, 4 opportunities found
- Used strategy and company insights to identify quality leads, eliminate inaccuracies, and uncover information in Salesforce.
- ZoomInfo, LinkedIn, and Sales Navigator to identify key decision makers and deep dive on company research to understand business challenges from the customer’s perspective
- Analyzed company-wide Outreach sequences to discover the best components in cold sequences to increase engagement through Outreach

Local Investment Bank

Blank, NA

Restructuring Analyst

March 2021 – December 2021

- Interned at a boutique, middle-market investment bank specialized in restructuring and Distressed M&A
- Collaborated on preparation of court filings, reconstruction of Balance Sheets, Income Statements, Cash Flow Statements, and assumption/rejection decisions
- Performed Waterfall analysis on Lumber firm for dispersing \$85 Million across 8 classes of creditors
- Used strategy, LinkedIn Sales Navigator, and Outreach to identify quality leads for M&A sale of Blaschak Anthracite firm sold for \$32 Million

LEADERSHIP & EXTRACURRICULARS

Fraternity

Blank, NA

Brotherhood Chair/Executive Board

January 2022 – Present

- Responsible for organizing and executing all brotherhood building activities for all 60 active brothers
- Work together with local chapter treasurer and Nationals group to utilize brotherhood budget of \$24,000
- Meet with other members of the Executive Board to make administrative decisions, plan out the semester calendar, and decide what direction to take our chapter in

University Statistics Department

Blank, NA

Regression Researcher

February 2022 – May 2022

- Spent a semester completing an analysis of supplemental poverty measures comparing factors such as race, household size, etc
- Collected data from 2018 US Census Bureau and optimized a regression model to predict medical expenses for low-income families using SAS, Python, and R
- Utilized PowerPoint and Microsoft Teams to present finalized model to university faculty

Blank Indian Association

Blank, NA

Founder and Co-President

August 2018 – Present

- Volunteer for and co-founded a local non-profit that raised over \$70,000 for hospitals through Indian cultural events and dances in the Blank Area
- Use Microsoft Access and Excel to develop databases for attendees of upcoming events
- Utilized Social Media to engage with community and increase average attendance to 500 people per event
- Fostered relationships with local Indian-owned businesses to cover costs associated with operating our events

ADDITIONAL INFORMATION

Skills: Fluent in Gujarati, Intermediate Fluency in Spanish and Hebrew

Computer: Proficient in Excel, PowerPoint, Java, SAS, Python, R, Outreach, Salesforce

Interests: Swimming, Cricket, Indian Culture, Fraternity, Business Ethics Society

Certification: Cloud SaaS Certified Sales Representative 2022, SAS Base Programming Specialist