

# ABHEESH BHARDWAJ

Birla Institute of Technology and Science, K K Birla Goa Campus

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## Education

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**BITS Pilani**

**Aug 2019 – Jun 2024**

*B.E Mechanical | M.Sc. Biological Sciences | Finance Minor | CGPA: 7.18*

*Relevant Courses:* Supply Chain, Optimization, Derivatives and Risk Management, Business Analysis and Valuations, Financial Management, Probability and Statistics, Developmental Economics, Fundamentals of Financial Accounting, Principles of Economics, Security Analysis and Portfolio Management

*Responsibilities:*

**Captain, Table Tennis team, BITS GOA**

- Secured **20+ podium finishes** over two years, demonstrating high performance and leadership.
- Trained and organized camps for **100+ students** to enhance the 'Women in Sports' initiative.

**Core Member, Department of Finance and Management, BITS GOA**

- Strategically allocated **Rs.50 lakh** to college fests, boosting engagement and increasing overall footfall.

## Experience

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**Project Manager | Quality Council of India | Delhi**

**Jan 2024 – Present**

- Initiated and led the **development of comprehensive KPIs**, operational guidelines, and consumer insights.
- Conceptualized 2 pioneering revenue models, catalyzing a forecasted **30% surge in annual revenue**.
- Collaborated closely with senior management to refine and implement new KPIs and guidelines.

**Growth Product Manager | Fix Health | Bengaluru**

**Jun 2023 – Dec 2023**

- Managed a B2B2C project independently, generated **Rs.40L ARR** and escalated **monthly revenue to 170%**.
- Automated attendance system, boosted team productivity to 120% through strategic oversight and advancements.
- Authored PRDs and refined the product funnel, reversing a **-20% burn rate to achieve a 10% net margin**.

**Investment Analyst Intern | Favvy Venture Builders | Delhi**

**Jan 2022 – Apr 2022**

- Conducted market research to identify investment opportunities, analyzing trends and competitive landscapes.
- Developed financial models, performed due diligence, and executed investments; analyzed risks and returns.

## Projects

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**Problems faced by the steel industry in transportation**

- Resolved logistics inefficiencies in steel industry, **reducing supply chain costs by 25%** and boosting efficiency.
- Streamlined procurement, inventory, and distribution-**improved efficiency by 15% and reduced cost by 8%**.
- Researched preventive measures for corrosion in various steel types, **reducing transit damage by 30%**.

**Portfolio Optimization using Markowitz Portfolio Theory**

- Utilized Modern Portfolio Theory to **optimize portfolios** across **10 securities**, balancing risk-returns effectively.
- Enhanced **risk management** by implementing diversified asset allocation strategies, resulting in a **17% CAGR**.

## Achievements

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- Scored **270/400** in Delhi University Joint Admission Test, securing an impressive **All India Rank 119**.
- Received the Principal's Award for scoring **97+ %ile** in JEE MAINS and successfully clearing JEE ADVANCED.
- Excelled in University of Delhi's Cluster Innovation Centre entrance exam, achieving an **All India Rank 8**.
- Featured in The Nav Bharat newspaper for grabbing **2nd rank** in Chandigarh national table tennis tournament.

## Extra Curricular

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- **Finance and Trading:** Actively engaged as a swing trader in equity and options, leveraging market trends.
- **Sports: National level table tennis player**, won more than 70 recognized awards and trophies.
- **Teaching:** Tutored 5 students for GRE quant section. All 5 students scored 165-170 quant score.

## Skillset and Technology

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*Languages/Tools/Frameworks:* R, MS Excel, SQL, Power BI, Tableau, Canva, Figma, Jira, Agile, Six Sigma.

*Other skills:* Forecasting, UI/UX, PRD, Leadership, Data Analysis, Documentation, RCA, Market Research.