

Shashank Saini

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EDUCATION

Robert H. Smith School of Business, University of Maryland, College Park, MD 2012

Master of Business Administration (MBA), Focus Areas: Strategy and Finance, GMAT: 750, GPA: 3.8

- Mayer Fund, Equity Research Analyst, Sector: Industrials & Materials
 - Selected as one of the 12 students to manage business school's \$2.4 million endowment portfolio.
 - Pitch investment ideas to the fund by presenting comprehensive research reports and DCF and relative valuation models.
 - Monitor existing sector holdings and screen sector for potential buying opportunities
 - Research and analyze sector trends to maintain company-specific financial models.
- Consultant, Alumbooks: Consulted for the launch of Alumbooks. Worked on competitor, vendor and customer analysis, prepared presentation for investors, and prepared revenue and budget model.
- Consultant, Center for Social Value Creation: Consulted Southeast Fiber Arts Alliance, prepared financial plan and three-year budget, and defined fiscal processes.
- Executive Vice President, Business Enterprise Technology Association.
- Graduate Assistant, Department of Accounting and Information Assurance.

Kumaun University, Dwarahat, India 2007

Bachelor of Engineering, Mechanical Engineering

- Graduated in top 10% of class.
 - Founding Member, Students' Association for Verbal Interaction: Founded group focused on honing soft skills among technology students and achieved membership of 60 in first year.
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PROFESSIONAL EXPERIENCE

Centre for Digital Thought and Strategy, Washington DC Summer 2011

Summer Intern (Client: Facebook)

- Developed methodology to assess the total economic value and market valuation of Facebook to develop a case for Facebook's economic impact for lobbying efforts.
- Interviewed Facebook team to gather data on users, applications and advertisers, and defined the revenue generating landscape of Facebook's direct, indirect and induced business economy.
- Analyzed application, user and advertisement data to assess net revenue and economic impact of Facebook.

Deloitte, Washington DC Spring 2011

Independent Project Consultant

- Developed and provided a tool to promote adoption and implementation of social media in organizations demonstrating a positive return on investment by analyzing over a period of time the comparative positioning of a firm in the social media space.
- Developed an automated model to incrementally assess the social media presence of employees based on publicly available information on LinkedIn.
- Researched and presented social media tools as alternative technology solutions to improve business operations.

Tech Mahindra Limited, Pune, India 2007-2010

Technical Associate

- Led team of eight to build, maintain and support Customer Relationship Management application for client AT&T. Helped reduce defect rate from 14% to 2%. Exceeded customer expectations and received corporate award for outstanding performance.
 - Acted as main client contact and led team of thirty to analyze, assess, define and implement new telecom billing processes resulting in saving of 1% of the total cost of the project.
 - Received 'Certificate of Appreciation' and monetary award for leading production release of telecom billing solution. Planned deliverables, designed system architecture, coordinated with cross-functional teams spread across geography to solve defects and issues resulting in zero-defect on-time delivery.
 - Defined new billing processes and developed new solutions to automate tasks and increase team productivity by 50%. Recognized by higher management for this outstanding innovation with a corporate award.
 - Achieved highest annual appraisal rating 'Outstanding' for three consecutive years, given to top 10% employees in the company, for exceeding goals and performing proactively.
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ADDITIONAL INFORMATION

- CFA Level 1 Candidate, December 2011
- Received 'Acknowledgment of Completion' certificate on 'Bloomberg Essentials Training Program'.
- Proficient with Thomson One Banker, Thomson SDC Platinum and Reuters 3000 Xtra.
- Financial and statistical data analysis and modeling in Excel.
- Skills: IBM Websphere, SOA, DBMS, PL-SQL, UNIX, Perl, Jython, MS Access, HTML.
- Volunteer, 'Josh' initiative at Tech Mahindra: Planned, coordinated and marketed informational and fund raising events to promote corporate social responsibility.