# Yash Gaurav.

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BBA (Hons.) student at TAPMI Bengaluru. Built a reporting platform used by 3,000 interns, ran the ground campaign and a road-safety pilot at Indian Oil's Barauni Refinery, and took four podium finishes in business competitions, including winning Best Manager at TAPMI Atharva '39. NISM-certified (47/50). Seeking consulting, finance and strategy internships.

## EDUCATION

**TA Pai Management Institute (TAPMI), Bengaluru** · BBA (Hons.) · CGPA 7.9 — Aug 2025 – present
Finance Club · Product Management Club · E-Cell

**Delhi Public School, Bokaro Steel City** · Class 12 (PCB) · 83% — 2022 – 2024
Head Boy of a 3,000+ student school · S.R. Ramakrishnan Gold Medal, 2023–24

**DAV Public School, Munger** · Class 10 (CBSE) · 94%

## EXPERIENCE

**Founder's Office Intern** · Maya Kaushaliya Foundation — Apr – Jun 2026
- Built the bilingual student portal and report-generation API solo, with a first working version in about a week.
- ~3,000 university reports generated; used by 3,000 of 3,200+ interns who had been formatting reports by hand in Word.
- Programme reporting in Power BI and Excel.

**Industrial Trainee, HR (CSR)** · Indian Oil Corporation Ltd, Barauni Refinery — 15 Jun – 31 Jul 2026
- Ran logistics and the town-wide awareness campaign for Swachhata Pakhwada (~200 activities), ranked #1 of IOCL's 10 refineries by Corporate HQ (team result; award received by my supervisor).
- Proposed and ran a reflector pilot on 100+ bicycles at ₹80–120 a kit, chosen over vests and street lighting; the material is rated visible at ~160 m, against ~35 m unlit.
- Built an SDG/RACI dashboard tracking ownership across 17 CSR projects; submitted a needs assessment and impact report.

**Sales & Marketing Intern** · Deva Developers *(part-time)* — Aug 2026
- Website audits and mystery-buyer reports on the sales experience.

**Volunteer Intern** · SOS Children's Villages India, Begusarai — May – Jun 2026
- 45-day placement: tutoring, science-project mentoring and self-esteem sessions.

**Business Development Intern** · eStatus — Dec 2025 – Jan 2026
- Managed 50 leads in Odoo CRM; supported market analysis.

**Marketing Lead** · Mentor Edge *(part-time)* — Mar – May 2025
- Built the marketing funnel and go-to-market strategy for a mentor–mentee platform.

## SELECTED PROJECTS

- **NOIR Cost Lab** (management accounting, group): built the Excel cost model and activity-based analysis that found ₹20.77 of profit per pack hidden in overhead (modelled).
- **OrgPulse**: team-level attrition diagnostic with four role views, a minimum group of five and a 14-day manager action window; professor-supervised pilot.
- **ElderLink**: 2nd runner-up at the NMIMS Virtual Crowdfunding Challenge, with a ₹1.25 Cr virtual round for 8% equity.

## LEADERSHIP

- **Head, Ideas & Innovation**, IT Club, TAPMI
- **Core Member, Outreach**, Competitions Committee: Adhikshana, 150 students from 30 colleges
- **Sponsorship & Outreach Head**, Kala: ₹1.1 lakh from four sponsors
- **Founder**, Clash of the Traders: ₹37,000 revenue, profit-share with a single-mother entrepreneur
- **Red Dot**: menstrual-health sessions for 500+ students and faculty

## RECOGNITION

- **Winner**: Best Manager, TAPMI Atharva '39 (20 competitors), Jan 2026
- **2nd runner-up**, twice: NMIMS Inceptio Virtual Crowdfunding Challenge and Entrepreneurship Challenge
- **Placing**: Stratix, TAPMI Bengaluru Consulting Club, third in the last of four rounds
- **National finalist**: NMIMS Marketing & Consulting
- **NISM / SEBI** Investor Certification, 47/50 · DST INSPIRE-MANAK

## SKILLS

**Analysis:** Excel, Power BI, cost modelling · **Build:** AI-assisted development (Claude Code, Antigravity), React / Next.js, Firebase, Vercel · **Growth:** Odoo CRM, Google and Meta Ads · **Design:** Figma, Canva