

## **ZEEL SHAH**

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### **EDUCATION**

#### **DUKE UNIVERSITY, The Fuqua School of Business, Durham, NC**

Master of Management Studies, May 2014.

GMAT 720 (Verbal: 37 Quant: 50 AWA: 6.0 IR: 8) GPA 4.0

Associate with Duke Community Consulting, Training the Street Corporate Valuation, Entrepreneurship and Venture Capital Club

#### **VEERMATA JIJABAI TECHNOLOGICAL INSTITUTE, Mumbai, India**

Bachelor of Technology, Electronics Engineering, May 2013. GPA 3.7

Entrepreneurship Cell, Student Government

### **EXPERIENCE**

Nov 2012 – **MI CONSULTANTS, Mumbai, Maharashtra, India**

Apr 2013 **Analyst Intern**

- Attended and reviewed investor pitches, performed industry research and discussed potential investment opportunities for the company
- Analyzed the business model of a kindergarten school client and recommended a revised revenue model that projected a 10 fold increase in revenues over the next 5 years
- Devised business development and marketing strategies and created a growth plan for the client through the introduction of new courses and social impact initiatives

Sept 2012 – **WEEKEND VENTURES, Mumbai, Maharashtra, India**

Apr 2013 **Chief Marketing Officer**

- Mentored a cross-functional team leveraging each individual's strength to successfully meet team goals
- Partnered with angel lists and investors to devise growth strategies for the organization
- Designed and monitored the execution of the entire marketing campaign for 8 nationwide events

Summer **CARDINAL YACHTS, Mumbai, Maharashtra, India**

2012 **Financial Analyst Intern**

- Analyzed financial models to predict peak cash flow requirement for business operations
- Negotiated with financial institutions to raise working capital to the tune of \$5 million to meet short term cash flow requirements and to provide loans to customers at low interest rates
- Assessed production costs and managed purchases of raw materials required

Summer **KOTAK LIFE INSURANCE, Mumbai, Maharashtra, India**

2011 **Summer Intern**

- Evaluated the effectiveness of existing marketing tools and identified opportunities for new tools by interviewing over 150 people in the sales team and presented results to senior management
- Studied the efficiency of marketing collateral and the effectiveness of the company's marketing strategy
- Set guidelines defining the action points for the BTL central marketing team for the upcoming year

### **LEADERSHIP AND INVOLVEMENT**

2010-2012 **V.J.T.I. SOCIAL GROUP, Mumbai, Maharashtra, India**

**Joint General Secretary**

- Led a team of over 300 students to organize social and cultural activities around the year at V.J.T.I. including inter-college competitions, concerts and community service
- Managed one of the biggest student festivals in Mumbai with a record-breaking budget of \$40,000 collected by partnering with various corporate houses and various forms of media
- Selected as Sponsorship and Performing Arts Coordinator and Social Coordinator in 2011 and Sponsorship, Publicity and Events Manager in 2010

2011-2012 **THE AKANSHA FOUNDATION, Mumbai, Maharashtra, India**

**Volunteer**

- Taught underprivileged children Math and English at public schools that were run by the Foundation
- Mentored high school children at the schools to provide career guidance