

Harshit Singh

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EDUCATION

Birla Institute of Technology and Science (BITS), Pilani

B.E. Mechanical Engineering | Minor in Finance

Relevant Coursework: Business Valuation, Corporate Finance, Security Analysis, Financial Accounting, Derivatives.

Pilani, India

Expected May 2027

EXPERIENCE

Research Consultant (Strategy & Market Expansion) | Apna (\$1.1B Unicorn)

Aug 2024 – Dec 2024

- Secured engagement through direct cold outreach to Head of Strategy at Apna’s national case competition finale — no job posting, no recruiter.
- Owned end-to-end market entry research for EdTech vertical; conducted bottoms-up demand mapping across **15+ Indian cities** and identified **3 high-priority Tier-2 markets** representing a **\$2M revenue opportunity**.
- Synthesized TAM sizing, competitive whitespace analysis, and acquisition channel recommendations into a GTM framework; presented findings directly to C-suite stakeholders.

Summer Intern | Aditya Birla Fashion and Retail Limited (ABFRL)

May 2024 – Jul 2024

- Embedded as floor-level salesperson for 1 week to gather first-hand behavioral insight on customer purchase patterns across 130+ outlets before touching any data.
- Identified supply chain bottlenecks through outlet-level KPI analysis; recommendations projected **15% reduction in stock-outs** and **~5% lift in same-store sales**.
- Conducted demographic catchment analysis to diagnose inventory-mix misalignment; findings translated into store-level optimization recommendations.

BUILDING & PROJECTS

Personal Email CRM | Product Design + AI-Native Development | Vite, React, SQLite

Jan 2026 – Present

- Designing and shipping a local-first email CRM to solve mass email management without recurring SaaS costs; full ownership of architecture, scope, and UX decisions.
- Made deliberate product trade-off: deferred AI-feature layer from v0.1 scope to preserve launch velocity — product at MVP release stage.
- Built entirely via agentic AI development (Google Antigravity, Gemini Pro) — no hand-written code; demonstrates AI-native product building as a core workflow.

National Finalist | Apna SVIP Case Competition — Recruitment Platform Strategy

2024

- Developed end-to-end product strategy, feature prioritization, and redesign proposal for a recruitment platform; advanced to national finale from open competition.

Investment Research | Netflix/WBD M&A | GE Aerospace Carve-Out | Spotify Commercial DD

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- Authored three institutional-grade investment memos covering M&A structuring, LBO modeling, and short thesis development; identified **LTV/CAC inversion (0.91x)** in Spotify’s paid acquisition and projected **22.4% IRR** in GE Aerospace LBO.

LEADERSHIP & POSITIONS OF RESPONSIBILITY

Joint Sports Secretary | Sports Union, BITS Pilani

Feb 2025 – Feb 2026

- Managing **INR 1.2 Crore** budget for BOSM 2025 (India’s largest student sports festival); overseeing financial planning, vendor negotiations, and audit across 15+ external stakeholders.
- Resolved acute accommodation crisis for **1,400+ participants** within 48 hours through late-night stakeholder negotiation and personal network activation — zero operational disruption.

Licensee & Head Organizer | TEDxBITSPilani

Sep 2025 – Present

- Held full speaker selection authority as licensed organizer; curated 6-speaker lineup under “Silent Architects” theme and negotiated **~INR 60K** in corporate sponsorships.

SKILLS

Product & Strategy: Market Sizing (TAM/SAM), GTM Strategy, Product Roadmapping, Competitive Analysis, Stakeholder Management, User Research.

Analytics & Finance: Advanced Excel (VBA/Macros), Power BI, SQL, LBO Modeling, DCF, 3-Statement Modeling, Unit Economics.

AI & Tools: Gemini Pro, Perplexity Pro, Claude, ChatGPT, Figma, Notion, Agentic AI Development (Google Antigravity).

Certifications: Private Equity & Venture Capital (Bocconi University), Startup Valuation (Yonsei University).