



Abhishek Das

Roll No.:230107006

B.Tech - Chemical Engineering

Indian Institute of Technology, Guwahati

+91-7217680436

abhishek.d.7006@iitg.ac.in

github.com/Hermes-25

linkedin.com/in/abhishek-das-iitg

EDUCATION

Degree/Certificate	Institute/Board	CGPA/Percentage	Year
B.Tech. Major	Indian Institute of Technology (IIT), Guwahati	8.14 (Current)	2027
Senior Secondary	Delhi Public School, Vasant Kunj, New Delhi (CBSE)	97.60%	2023
Secondary	Delhi Public School, Vasant Kunj, New Delhi (CBSE)	97.17%	2021

EXPERIENCE

- American Express (India) Private Limited** May. 2026 - Jul. 2026
Product Management and Lending - Summer Internship Onsite (Gurugram)
 - Built a reproducible **Membership Rewards optimisation framework** across **10.36M accounts**, flagging **650K maximisers**.
 - Identified **5 MECE customer profiles**, recommending **targeted** retention, redemption and suppression **strategies**.
 - Isolated **13K loss-making members** with **\$14.1M annual margin drag**, defining a targeted marketing suppression pool.
 - Uncovered a **63% blind spot** vs. existing benefits flags; aligned **Marketing, Benefits and Risk** teams on an action roadmap.
- Grant Thornton Bharat LLP** May. 2025 - Jul. 2025
Transformation Consulting - Summer Internship (Received Letter of Recommendation) Onsite (Gurugram)
 - Built an **investment roadmap and Power BI tracker** for India Maritime Week 2025, supporting a **Rs. 10L Cr MoU target**.
 - Assessed monetisation of a **243-acre airport site**; benchmarked land-use and PPP models with **Rs. 3,500-4,200 Cr potential**.
 - Benchmarked global tariff regimes; proposed **differential landing charges** projected to lower passenger fees by **10-20%**.

ACHIEVEMENTS

- National Semi-Finalist**, India Business Case Programme by HSBC & HKU, among **10,000+ participants** nationwide. 2026
- Global Rank 1**, Creative Shock Case Competition, ISM University, Lithuania, among teams from **27+ countries**. 2025
- Global Top 20%**, CBS Global Case Competition, Copenhagen, among participants from **90+ countries**. 2025
- Co-Author**, Grant Thornton Bharat LLP's **Knowledge Paper** - "*Gati Se Pragati*" on PM Gati Shakti Program. 2025
- 1st Position**, Inter IIT Technical Meet 13.0, in the Quantitative Finance Problem Statement, among **20+ IITs**. 2024
- Top 10 Position**, NationBuilding Case Competition on policy consulting, among **57,200+ students** in Zonal Finals. 2025
- National Finalists**, Indian Case Competition at IIT Kharagpur, on growth strategy, among **1000+ teams**. 2025
- 1st Runner Up**, MnAnalyse a worldwide Mergers & Acquisitions Case Competition, among **1000+ teams**. 2024
- 1st Position**, Innovating IITG - A Case Competition to improve student lives on campus, among **12+ hostels**. 2024
- 1st Runner Up**, Inter IIT Technical Meet Boot Camp, IITG, in quantitative finance domain, among **200+ students**. 2024
- 2nd Runner Up**, International Quant Championship (IQC) by WorldQuant, in college and **top 20% globally**. 2024

PROJECTS

- European Energy's Battery Storage Growth & Portfolio Strategy** Nov. 2025
Global Top 20%, CBS Global Case Competition, Copenhagen Business School bit.ly/cbs-deck
 - Assessed **margin erosion** from price volatility and curtailment across **10 markets**, prioritising **7 countries** into 2 phases.
 - Designed a **5C growth strategy** across markets, configuration, contracting, capability and capital, enabling a **2028 rollout**.
 - Built an **EUR 300M equity plan** delivering **390 MW** on EUR 941M CAPEX, with **14.2% levered IRR**, **7.3-year payback**.
- Strategic Roadmap for India's Sports Excellence & AI-Driven Talent Development** Feb. 2025
Zonal Top 10, Nation Building Case Competition - Nation with Namu bit.ly/namodeck
 - Framed a strategy to help India win **100 Olympic medals** by 2036, targeting **15M+ athlete** base and **2.5L+ employment**.
 - Tackled **fragmented athlete scouting** by building an app—reduced talent discovery time by **40% across 5,000+ schools**.
 - Addressed inefficiencies in **150+ Khelo India Centers** by recommending models to increase **private sector** participation.
- Axis Bank 2035 - Customer-Goal Operating Model** Jul. 2026
Round 2, Axis MOVES 2026 - Organization of the Future bit.ly/axis-moves
 - Diagnosed **gaps** across **54M customers**, **6.3K branches** and **50 journeys** using FY26 disclosures and global benchmarks.
 - Recommended a **customer-goal** centered **operating model**, with dedicated owners, economic accounts and a risk spine.
 - Built a **36-month rollout** strategy; modelled 2035 scenarios for **15% wallet uplift**, **<42% cost-income** and **100M+ customers**.

POSITIONS OF RESPONSIBILITY

- Institute Secretary**, Consulting & Analytics Club, IIT Guwahati Apr. 2025 - Apr. 2026
 - Spearheaded the **club's vision**, secured collaborations with **20+ industry partners**, and managed a **Rs. 5L+ annual budget**.
 - Led a **team of 100+ sophomores** and **20+ penultimate-year students** across **10+ national & global initiatives**.
 - Co-authored the **Business Guidebook** and mentored **3,000+ students** across **100+ colleges** through **5+ summer projects**.
 - Organised the **largest student-led AI/ML MOOC**, achieving **120% YoY growth** in registrations with a **Rs. 1.5L prize pool**.

EXTRACURRICULARS

- 2nd Runner Up**, Inter-Hostel Technical Competition on Electricity Markets Trading Strategies, among **12+ hostels**.
- Co-Author**, Business **Casebook** 2nd Edition & **Host** for various **Business Podcasts** by Consulting & Analytics Club, IIT-G.
- 1st Position**, Inter-Hostel Technical Competition on Options Markets Trading Strategies, among **12+ hostels**.
- 1st Position overall**, and in the project, in Winter Consulting 2023 by C&A Club, IITG, among **5000+ participants**.
- Top 5 percentile overall**, in Product Matters Bootcamp by E-Cell IITG & PM School, among **5000+ participants**.
- Volunteer**, Udgam: The Annual **Entrepreneurship** Summit of IIT-G and Spirit: The Annual **Sports** Fest of IIT-G.
- Blue Blazer & Blue Tie Awardee**, for excellence at Delhi Public School, Vasant Kunj, for **6 consecutive years**.
- School Gold Medalist**, SOF National Science and International Maths **Olympiad** (Level I and II), among **500+ students**.
- Head Boy**, Leading social & student **initiatives** for junior wing with **500+ students** at St. Thomas' School, New Delhi.