SHIVANK MAHAJAN

+1 (352)-721-6159 | shivankmahajan1987@gmail.com

EDUCATION

University of Florida — **Gainesville, FL**
Bachelor of Science in Mathematics, Bachelor of Arts in Economics — **May 2029**
Honors Program - UWC Davis Scholar

- **GPA:** 3.75/4.00
- **SAT:** 1500/1600, Q:780/800

EXPERIENCE

Anarock Property Consultants — **Gurugram, India**
Research and Advisory Intern — **Jul – Aug 2026**

- Supported retail real estate research across India's 7 largest cities, building comparable, macroeconomic, and sector analyses of retail malls and high streets, and presenting findings to the Senior Vice President of Research
- Synthesized 16 years of proprietary developer filings, leasing, supply, and vacancy data into a vacancy CAGR and demand-driver analysis, authoring a 5-section whitepaper with supply projections to 2030 across tier 1, 2, and 3 markets

Nuvama Wealth — **Chandigarh, India**
Personal Wealth Intern — **May – Jun 2026**

- Pitched insurance, REITs, and structured equity products to HNI and retail clients, matching each recommendation to the client's risk profile and goals; built investment one-pagers, summarizing product structure, returns, and risks to support advisory team
- Ran outreach to 80+ prospective clients, participated in 10+ client visits, closed an insurance sale of $740 in annualized premium

LEADERSHIP AND PROFESSIONAL DEVELOPMENT

The Founders Fund UF — **Gainesville, FL**
Analyst – Consumer Sector — **Aug 2025 – Present**

- Performed fundamental analysis through intrinsic and relative valuation methods such as Discounted Cash Flow Model, Dividend Discount Model, and Comparable Companies to support growth equity investment ideas and catalyst-driven investment theses
- Led a consulting analyst alongside an associate across 3 semesters in Financials, Healthcare and Consumer sectors, investing and allocating to a portion of a long-only virtual equity portfolio; Pitched equities like RMD, FLG, TMDX, SCHW, TJX, TROW

Rem and Company — **Gainesville, FL**
Strategist — **Aug 2026 – Present**

- Strategist at a student-led social impact consultancy (500+ clients across 20+ university chapters) that provides pro-bono strategy, marketing and operations consulting to small businesses and nonprofits in our locality
- Leading the operations and sales funnel workstream for a virtual SAT tutoring business; building an end-to-end Meta and Instagram lead-ad sales funnel with automated AI agents to cut lead response times by 80% and client acquisition costs by 50%

Gator Student Consulting Organization — **Gainesville, FL**
Senior Consultant — **Aug 2025 – May 2026**

- Led an expansion action plan for a boutique consulting and digital technology firm focused on improving enterprise efficiency through OIIE (Open Industrial Interoperability Ecosystem), vetting 10+ research centers and shortlisting 3 to test technology
- Worked in close contact with the Chief Operating Officer of a multi-million dollar wildfire mitigation technology, screening 5 states for expansion through demand, legislative support, and synergies, providing actionable insights for revenue growth

Environmental Engineering Researcher — **Bathinda, India**
Research Internship with Dr Hardev Singh Virk — **Jun – Nov 2024**

- Co-authored a 17-page research paper published in a national peer reviewed journal on heavy metal contamination in the cancer belt of India; Applied python-based statistical modelling and quantitative analysis to identify cancer risk 20-30x higher than public health standards and uranium levels 98% higher than safety thresholds, while citing 50+ research papers and govt reports

PROJECTS

Zeno (https://tryzeno.app) — **Mar - Sep 2026**

- Built an end-to-end AI platform for B2B sales teams that operates across the full sales cycle; from pre-call briefing to automation of busy work such as CRM updating, emails etc; Architected a 9-agent system with an orchestrator with a tiered model approach
- Designed a RAG memory layer that turns emails, calls, CRM data and meeting history into a queryable knowledge graph
- Ran 25+ discovery calls, won LOIs from Siemens Energy and GE Vernova, and drew multiple investment offers, including $10K

ADDITIONAL INFORMATION

- **Competitions:** Finalist at GSCO x McKinsey Case Competition 2026: One of top 4 teams out of 43
- **Programming Languages, AI tools, and Technologies:** Java, JavaScript, Power BI, Python, Claude Code, Cursor, Codex
- **Interests:** Basketball, Badminton, Guitar, Formula 1, Pickleball, Squash, Trekking