

VATSAL SAVANI

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EDUCATION

BSc Economics (Finance Specialization) and Computer Science, University of Victoria, *Graduating August 2023*

- Financial Accounting, Theory of Corporate Finance, Macro/Microeconomics, Logical Thinking, Management Finance
- University of Victoria Consulting Group; UVIC Investment Group

EXPERIENCE

UNIVERSITY OF VICTORIA CONSULTING GROUP (UVCG)

Senior Consultant, (01/2022 ~ 04/2023) - Victoria, Canada

- Organized and executed a successful Case Study Competition for 30+ students, in collaboration with a judging panel of consultants from various firms.
- Decreased advertising costs by 15% by conducting quantitative and qualitative analysis to determine the effect of advertising on sales and revenue for a nationwide vehicle maintenance service

Consultant, (05/2021 ~ 12/2021) - Victoria, Canada

- Conducted market research, analyzed financing options and drafted a revenue model for a non-profit cultural organization looking to establish a long-term sustainable model to fund its growth and operating expense
- Developed a comprehensive strategy handbook and branding package that aligned with national health regulations and guidelines resulting in a projected 25% increase in HPV awareness among teens and young adults within 6 months

ROOHANGI DIAMOND JEWELLERY

Business Development Intern, (03/2022 ~ 04/2023), Surat, India and then Remote

- Increased sales from 0 to ~5/month in 2 months by collaborated with C-level executives to create a new jewellery manufacturing brand (Roohangi) and e-commerce store to sell fine diamond jewellery in both India and Canada
- Set and allocated budget, and worked across software, marketing and executive teams to drive projects to completion such as Roohangi's e-commerce store.
- Increased revenue by 10% in 6 months by working with sales and marketing teams to execute effective strategies and monitoring their effectiveness

SPORTCHEK

Sales Consultant and Advisor, (05/2022 ~ 09/2022) - Mayfair Mall, Victoria, Canada

- Increased weekly sales by 10% by developing effective marketing strategies with manager and implementing them
- Maintained a high level of customer satisfaction by providing exceptional customer service, resolving customer complaints and issues, and building strong relationships with customers.

VVDDIAM LTD.

Business Management Intern, (09/2020 ~ 01/2021) - Taipei, Taiwan

- Produced balance sheets, reviewed cash-flow and accounting documentation, and provided weekly projection reports with help and presented them to the executive team
- Increased sales by 15% and reach by 40% by collaborating with management to implement a strategic restructuring plan which involved integrating the in-house accounting software with their cloud-based stock management system.
- Created an algorithm to automate inventory management saving 2 hours/week of manual labour

REPUBLIC OF CHINA (TAIWAN ROC) ARMY

Second Lieutenant, (05/2020 ~ 09/2020) - Hsinchu, Taiwan

- Conducted combat, fitness and will-power boosting training for a squad of 8 people
- Collaborated with Company Commanded to produce training material for non-Chinese speakers

OTHER SKILLS

Languages

- **Fluent:** English, Gujarati; **Intermediate:** Mandarin, Hindi; **Basic:** Spanish

Programming Languages

- **Advanced:** Python, Javascript, HTML/CSS; **Intermediate:** C, C++; **Basic:** Java, SQL