

Shivam Aggarwal

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EDUCATION

Queen's University

Bachelor of Commerce

Kingston, Ontario

2018 – Present

- **Academics:** Cumulative GPA: 4.23/4.30; D.I. McLeod Dean's List with Distinction (top 10% of class)
- **Relevant Courses:** Finance II (A+), Financial Accounting (A+), Managerial Statistics (A+)
- **Awards:** Jean C. Scace Memorial Scholarship, awarded to 1 Commerce student based on academic excellence in first year; Honorable Ray Lawson Scholarship, awarded to 1 Commerce student entering third year who has achieved high standing in their first two years of the program
- **Exchange:** Scheduled for exchange to Università Bocconi, Milan, Italy (Winter 2020)

PROFESSIONAL EXPERIENCE

Boston Consulting Group

Summer Associate

Toronto, Ontario

Summer 2021

- Scheduled to complete 10-week summer internship at the Boston Consulting Group's Toronto office

Fremont Private Holdings

Summer Intern

New York, New York

Summer 2020

- Completed 10-week virtual internship at Fremont Private Holdings, the direct private investment arm of the Fremont Group
- Developed the growth strategy for one of the firm's holdings, a leading provider of commercial roofing systems in North America, by assessing the attractiveness of expansion into adjacent trades and geographies
 - Evaluated markets against criteria including size, growth, profitability, competitive intensity, and fit with core capabilities
- Conducted further strategic analysis by assessing the organization's capabilities to identify areas of competitive advantage and room for future improvement and presented findings over 3 calls with the company's CEO

Iversoft Solutions

Business Analyst Intern

Ottawa, Ontario

Summer 2020

- Completed 16-week internship at a full stack digital agency working on projects for the games and product departments
- Conducted in-depth research into the mobile advertising space and recommended 2 strategic initiatives to augment the monetization strategy of Iversoft's suite of mobile solitaire games, both of which were implemented
- Spearheaded writing of Canadian Media Fund application seeking funding to develop a commercial virtual reality game; carried out market analysis, developed revenue model, and highlighted the game's future market position and competitive advantages

EXTRACURRICULAR ACTIVITIES

Queen's University Investment Counsel (QUIC)

Portfolio Manager (Metals & Mining)

Kingston, Ontario

2019 – Present

- Work with a team of 35 students to manage a \$1.8M portfolio of Canadian and U.S. equities on behalf of the Queen's University Endowment Fund and Mackenzie Investments
- Collaborate with a team of 3 students to prepare stock pitches and holdings analyses to present at QUIC's public meetings and to aid in the security selection process for the Metals and Mining sector's ~\$100,000 portfolio; generated a 36.1% sector alpha in FY 2020
- Participated in QUIC's annual Deal Competition, acting as mock M&A advisor to Pinnacle Foods on its \$10.9B sale to Conagra Brands; presented case analysis and findings to a panel of judges from Burgundy Asset Management

CREO Solutions

Managing Director

Kingston, Ontario

2018 – Present

- Co-manage CREO Solutions, a student-run consultancy consisting of 35 students; responsibilities include setting the strategic direction for the organization, leading client acquisition, and ensuring the successful delivery of all project work
- Collaborated with executive in launching new initiatives including successfully introducing a new sales model for client acquisition, releasing our first annual report, instituting a 360° feedback system, and creating consultant onboarding modules

Project Manager

- Led a team of 5 students on a growth strategy project for a Toronto-based practice management solution; conducted rigorous analysis into 30+ geographic expansion opportunities, recommending expansion into 5 new countries
- Developed 12-week project plan, structured the project, synthesized 5 individual workstream findings into actionable recommendations, and held weekly calls with the company's CEO to discuss the project's direction and to communicate the team's analysis and conclusions

ADDITIONAL INFORMATION

- **Sports:** Varsity High School Golf (MVP); currently play on intramural touch football and basketball teams
- **Testing:** Achieved score in the 99th percentile on SAT
- **Conferences:** Provincial Champion at DECA Ontario Provincials in the Professional Selling category, later representing Canada at the DECA International Career Development Conference (2018); Wharton Sports Business Academy (Summer 2017)
- **Community Outreach:** Tutor for students in grade 6-10 mathematics; candidate for a Certificate in Social Impact
- **Interests:** Closely following the NHL, NBA and NFL, travelling, personal investing, and politics