

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)
- **Awards:** Jean C. Scace Memorial Scholarship, awarded to 1 Commerce student based on academic excellence in first year
- **Exchange:** Scheduled for exchange to Università Bocconi, Milan, Italy (Fall 2021)

PROFESSIONAL EXPERIENCE

Boston Consulting Group

Summer Associate

Toronto, Ontario

Summer 2021

- Schedule to complete 10-week consulting internship at the Toronto office of the Boston Consulting Group

Fremont Private Holdings

Summer Intern

New York, New York

Summer 2020

- Completed 10-week 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
- Presented findings to the CEO of the holding company and further developed strategic efforts by assessing the organization's capabilities to identify areas of competitive advantage and room for future improvement

Iversoft Solutions

Business Analyst

Ottawa, Ontario

Summer 2019

- 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)

Senior Portfolio Manager (Metals & Mining)

Kingston, Ontario

2019 – Present

- Work with a team of 35 students to manage a \$2.0M portfolio of Canadian and U.S. equities on behalf of the Queen's University Endowment Fund and Mackenzie Investments
- Co-lead a sector team of 4 students in the preparation of investment recommendations based upon companies' economic moats, management strength, growth opportunities, and equity valuation
- Manage the ~\$80,000 Metals & Mining portfolio, generating a 36.1% and 27.3% sector alpha in FY 2020 and in FY 2021, respectively

CREO Solutions

Managing Partner

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, communicated scope and expectations to consultants, provided constructive feedback, and synthesized 5 individual workstream findings into actionable recommendations
- Held 6 calls with 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
- **Interests:** Closely following the NHL, NBA and NFL, travelling, and politics