UTKARSH KUSHWAHA
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Professional Summary

*Zero-to-one builder with Big 4 audit rigour and founder-mode execution. Owned end-to-end audit for a **$35.6Bn** AUM client, resolving **20+** reporting gaps across US and French stakeholders. Built a content engine that generated **100+** inbound business leads, self-published a book, and led **100+** member teams while closing **₹1L+** in sponsorships.*

Education

MASTERS' UNION — 2026-Present
PGP in Technology & Business Management | **10%** scholarship (**5%** of the cohort) | **Core Member of the Socio Cultural Club** (Top **5%** selected cohort) | **Led** a **9-member team** to generate **₹9L+** revenue in **3 months** through the dropshipping venture **"KabhiCartKabhiCash"** — **Gurugram**

SHAHEED BHAGAT SINGH COLLEGE, UNIVERSITY OF DELHI — 2020-2023
Bachelor of Commerce (Hons) I CGPA: **8.29/10** I Best Student of the Year **(1/500+)** — **Delhi**

ST. FRANCIS' COLLEGE — 2018-2020
ISC XII - **91.75%** I ICSE X - **92.20%** I College Prefect for **2 consecutive years** — **Lucknow**

Experience

DELOITTE USI — Sep'23-Jun'26
Audit In-Charge — **Gurugram**
End-to-End Audit Ownership
- Owned end-to-end audit for a **$35.6Bn** AUM client, resolving **20+** reporting gaps with US and French stakeholders
- Mitigated risk across **50+ controls** by leading control walkthroughs with the Senior Manager and the client Controller
- Delivered year-end audit of **3 properties** on time, stepping up as acting Senior after a sudden senior exit independently

Stakeholder Management
- Coordinated with offshore teams to secure audit data within stipulated timelines, achieving **90%** audit efficiency
- Escalated critical audit issues to stakeholders, reducing resolution turnaround time by **20%** through prioritization

Cross-functional collaboration
- Organised Deloitte USI's annual Verve post-Audit Year 2024-25, driving **800+** footfall through committee coordination
- Built a **5-person** junior bench by coaching on execution rigor, decision making, and end-to-end documentation ownership

Internships

NITI AAYOG — Sep'22-Dec'22
Project and Research Intern — **Delhi**
- Mapped **₹1.5L Cr** fisheries & seaweed value chains, identifying **₹3,000 Cr** growth opportunities over the next decade
- Presented research to the **Agriculture Minister's Special Advisor**, translating findings into actionable policy insights

IMPACT INVESTORS COUNCIL — Jul'22-Sep'22
Events & Research Intern — **Delhi**
- Drove **45%** growth in organic registrations by managing Impact Investors Council's ticketing platform and social media
- Owned event execution and research support for Prabhav 2022, where **50+** startups pitched to sustainability investors

URBAN COMPANY — Jul'21-Oct'21
Internal Audit Intern — **Delhi**
- Analysed service trends, revealing **60%** retention in facials/waxing versus low retention in specialised care services
- Achieved **65%+** targeted staff interventions by analysing customer feedback and identifying service inefficiencies

Projects

TRYVISA — May'25-Aug'25
Content Lead - Owned Growth & Content P&L — **Delhi**
- Generated **100+** inbound leads and **6M+** views in **4 months** by building a content engine from scratch independently
- Grew Instagram followers from **120** to **15,000+** through iterative creative testing and lead-generation optimisation

THE SECOND HOME — Mar'25-Apr'25
Author & Independent Publisher — **Delhi**
- **Owned** end-to-end book launch, leading research, content development, publishing, and **go-to-market strategy**
- Sold **80+** copies through self-directed organic marketing, validating demand without any paid distribution channels

DIGI SIDEKICK — Jul'21-Oct'21
Creative Head - Owned Client Accounts — **Noida**
- Drove **40%** growth for personal brands and SMBs by owning end-to-end social media strategy and execution
- Drove **₹1L+** client revenue by independently designing and executing platform-specific marketing initiatives

Achievements

- Earned **2x Spot Awards** at Deloitte USI, ranking in the **top 5%** of Real Estate Audit for leadership and execution
- Secured a **Podium finish** at the **National Level Quiz Competition**, representing **Uttar Pradesh and Uttarakhand**
- Led **90+** NCC Air Wing cadets and represented school at Air & Naval Wing camps as **Leading Flight Cadet**
- **Winner** of Ad-Making Competition (**1st/50** participants) at Deshbandhu College, University of Delhi
- **Organising Committee**, St. Francis' College Model United Nations 2019 - **100+** delegates across **6** committees

Leadership

ROTARACT, SBSC
President
- Built and led a **100+** member organization across **4** departments from the ground up, driving **3** self-initiated impact projects
- Created impact for **1,000+** individuals by leading the execution of community-focused projects and engagement initiatives

TEDxSBSC
CO-Licensee and Co-Organizer
- Co-organized and scaled a **70+** member event organization, personally closing **₹1 lakh+** in sponsorship partnerships
- Owned end-to-end event execution across **6** departments, translating an abstract theme into a live audience experience

ECOSPIRE SBSC
Coordinator
- Ideated and executed a campus fest from scratch, driving footfall of **1,000+** students across Delhi University
- Executed marquee Mock Auction end-to-end, driving **100+** participant footfall through seamless event management

Skills

Business Skills: Audit and Controls | Content Growth & P&L | Stakeholder Management | Leadership | Cross-Functional Collaboration | Problem Structuring | Community Building
Technical Skills: MS Excel (Advanced) | PowerPoint | Finance & Accounting | Content Analytics | Audit Tooling