

Nikhil Agarwal

Business Analyst, Management Consulting

Gurugram, Haryana · [Phone] · [Email] · [Website or LinkedIn]

PROFESSIONAL SUMMARY

MBA graduate with a consulting internship in retail operations and a background in economics. Structures problems into clear hypotheses, builds Excel models and turns findings into crisp slide storylines. Seeking an analyst role in a strategy or operations consulting practice, with interest in consumer goods and retail sectors.

SKILLS

Excel modelling · PowerPoint storylining · Market sizing · Hypothesis-driven analysis · SQL basics · Primary research · Survey design · Stakeholder interviews

EXPERIENCE

Summer Consulting Intern — mid-sized management consulting firm, Gurugram

10-week summer internship

- Analysed store-level sales for a 120-outlet apparel retailer and identified 15 stores dragging regional margins.
- Interviewed 25 store managers and built a root-cause tree that shaped the final inventory recommendations.
- Drafted slides for the steering committee deck, which the client adopted for its quarterly review.

Live Project Member — regional dairy cooperative, Jaipur

6-week academic project

- Mapped the milk collection route network and proposed changes to reduce empty truck runs.
- Presented a cost-saving estimate to the cooperative board, which approved a pilot on two routes.

EDUCATION

MBA (Strategy and Operations) — tier-1 business school, Lucknow

Case competition finalist; consulting club coordinator

BA (Hons) Economics — central university college, New Delhi

CERTIFICATIONS AND REGISTRATIONS

- Lean Six Sigma Green Belt (training completed)

PROJECTS

- Market entry study — sized the organised pet food market in tier-2 cities for a class project graded top of the section

LANGUAGES

English · Hindi