

ELINA AGRAWAL

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EDUCATION

Northeastern University, D'Amore-McKim School of Business (GPA: 3.74) Boston, MA
B.S. Business Administration, Concentrations in Entrepreneurship & Finance; Minor in Political Science 2018 - 2022
Honours: Magna Cum Laude, Dean's List, Presidential Global Scholarship, Amin J. and Julie E. Khoury Scholarship Fund for Entrepreneurship.
Alumni Leadership: Women Who Empower Ambassador, Young Global Leader

BUSINESS EXPERIENCE

CMT Engineering Limited Birmingham, UK
Business Development Specialist Aug. 2023 - Present

- Coaching the CEO and department managers on public speaking, storytelling and delivering presentations to audiences of 100+ including local government, investors and the public.
- Developed logos, brand guidelines, website mock-ups and presentations, increasing website visits by 35% and strengthening the company's brand identity.
- Oversee all cash transactions such as invoices, credit notes, purchase orders and multinational transfers up to £500,000.
- Represented the company at international trade fairs and industry events, building client relationships, negotiating supplier contracts, and identifying opportunities for strategic market expansion.

BananaSZN London, UK
Founding Team, Operations and Finance Lead Aug. 2023- Aug. 2024

- Created financial forecasts, managed cash flow statements and raised £7,000 in grants to bootstrap the start up.
- Led legal due diligence by drafting NDAs, managing contracts, issuing letters of intent, and investigating compliance for token generation events.
- Established project management processes (Jira, calendars) to streamline operations during rapid scaling.
- Ran client events, pitched services to new stakeholders, and mentored clients to build strong relationships and drive growth, resulting in a 46% increase in our consulting clients.

GFG Alliance Belgium, China, Hungary, Indonesia, Italy, Switzerland, UAE, UK, USA
Chairman's Office, Shadow Apr. 2023 - May 2023

- Authored a report on global branding strategy during financial restructuring, directly influencing board-level decisions on narrative development.
- Took meeting minutes in conversations with private and public stakeholders to discuss financial structuring, climate strategy and corporate rebranding, as well as providing action items at the end of each trip.

Northeastern University Boston, MA; London, UK
Lentz Fellow for Community Entrepreneurship Jul. 2022 – Jul. 2023

- Petitioned and secured budgets from senior leadership to introduce entrepreneurial programming - including incubators, lecture series, and mentorship - at the newly acquired campus.
- Introduced student entrepreneurship clubs resulting in a 58% campus engagement rate while managing international teams and nourishing strong relationships with internal and external stakeholders.
- Conducted and used market research to tailor programming help prepare humanities students with business skillsets.

Worldr (Now known as **Valarian**) London, UK
Office of CEO, COO, & CDO, Executive Assistant Jul.– Dec. 2021

- Built HR systems, streamlined cash flow management for £90,000 monthly turnover, and launched marketing operations that boosted brand visibility by 64%
- Negotiated with vendors to achieve team branding and merchandising in under 40% of the budget available.
- Pioneered DEI initiatives as the first woman and POC on the team, fostering inclusivity in hiring practices.

Beautystack (Now known as **The Stack World**) London, UK
Acquisitions and Onboarding Analyst Jul. – Dec. 2020

- Onboarded 500+ beta users, reaching 90% of the app's target community two weeks early, and reduced bugs by 15% through user feedback.
- Created onboarding documents to streamline consumer experience and drive growth as resources became limited.

ADDITIONAL INFORMATION

Pro-Bono Experience: IDEA (Venture Accelerator at Northeastern University) Events Lead; HSC Venture Incubator Director, Entrepreneurs Club Community Lead

Technical Skills: Jira, Adobe Illustrator, Social Media, Notion, Figma, Sage 200, Microsoft Office Suite.

Languages: English (Native), Hindi (Conversational), Spanish (Basic)

Interests: Scuba Diving, Bhangra, Modern Art, Baking, Music (Ukulele and Singing), Travel (30+ countries), Human Psychology, Women's Empowerment and Leadership, Personal Development,