



RAMJAS
CONSULTING
SOCIETY

ANNUAL REPORT

20
21

SUMMARY

4

LIVE PROJECTS

10+

MENTORS ONBOARD

5

MENTOR SESSIONS

1500+ ATTENDEES

400+

REGISTRATIONS FOR
CONSULTANZA '21

50K+

SOCIAL MEDIA
IMPRESSIONS



ABOUT US

We are a student-run organization committed to providing high-quality consulting services to non-profits and social enterprises on a pro bono basis. We initially started out as a training and development wing with the aim of helping students gain industry skills but later, this paved away and gave birth to the Ramjas Consulting Society. Ramjas Consulting Society (better known as RCS), has been a pioneer in creating industry-ready strategy & financial advisory professionals in our college.

Along with having had a stellar record of 40+ national/inter-college podium finishes and 80+ finalist finishes across various finance and business strategy case competitions along with relevant industry exposure, we have also successfully completed 4 Live Corporate Consulting Projects in the domains of Business Transformation, Market Entry, and Start-up Funding Analysis. We have not only had Associate Consultants & Analysts from MBBs, RPSG, Mastercard, and KPMG Strategy as our mentors but have also had Webinar Mentors from McKinsey & Company, BCG, Goldman Sachs, JP Morgan & DE Shaw Group along with having Cross-College Session Collaborations with colleges like BITS Pilani, SRCC & St. Stephen's.

Ramjas Consulting Society operates with the evident ability to provide the highest level of service to its clients, backed by nothing but the concept of perfection. Our team members have the remarkable ability to connect theory with practice and assist enterprises in reaching new heights. Apart from being a one-of-a-kind society preparing students for consulting specific interviews constantly testing its members on brainteasers, guesstimates & cases, we also provide students with guidance for creating perfect consulting-oriented CVs & LinkedIn profiles.

Ramjas Consulting Society has been working relentlessly with a vision to develop consulting specialists and provide our clients with in-depth, top-notch consulting services. We believe in doing our best to provide the most practical solutions to whatever problem our clients may be facing.

FOUNDER'S NOTE

Dear Reader,

“Lies there a lot of difference, in just wanting to bring a change & actually being able to bring one.”

The Ramjas Consulting Society is nothing, but a live-successful example of the second part of the quote above. Established with the aim to bring life to dreams of numerous talented but opportunity-deprived Ramjasites, the roots of the society go back in time to 2019. Starting off with a small team to now becoming inarguably the best intellect-driven society in college, the journey has been exemplary for the world to stop & appreciate about.



The whole idea to get this venture started in college was to provide a platform to strategy/management/finance/analytics aspirants to not just dream but to actually realize their ambitions of making it to their dream job come true. From providing students access to actual problem-solving exercises to giving the best peer-to-peer learning exposure on industry -facing corporate projects, the society has left no stone unturned to be able to fill the otherwise widening gap between corporate needs & students' skills. With an exemplary 60+ international, national & inter-college competitive accolades, the society has gone on to create a mark for itself on the Pan-India consulting landscape. Boasting of a smart & impact-driven alumni network, the members of the society have gone on to join some of the most elusive & hard to crack roles across Investment Banking, Business Consulting & Finance.

A long list of tangible achievements apart, the society's work culture has made sure to bring the best out of each individual recruited into the ranks over years, providing members a second home like environment to grow & thrive in. On a concluding note, being sure of the eternal glory that this team is headed towards achieving, would like to add that the Ramjas Consulting Society isn't merely a student club but rather, an elevator to your career success. Don't miss out to be a part before FOMO gets real!

Regards,

Surammya Kulshrestha

Founding President (Batch of 2021)



LIVE PROJECTS

The Ramjas Consulting Society has taken on four live projects in the last year, leaving no stone unturned in providing top-notch services.

Market Entry

Through the months of May and June, the society gave its best in providing the client with in-depth insights into the PVC manufacturing and construction business. The client wanted a clear understanding of the business opportunities available in both the industries seeking answers to questions with respect to investment, products, new verticals, ROI, demography, business models, etc for both the businesses. The final report included our recommendations along with the detailed research for each product as well as vertical along with detailed business model canvas, cost models, and investment avenues.

AI-based Startup Funding Advisory

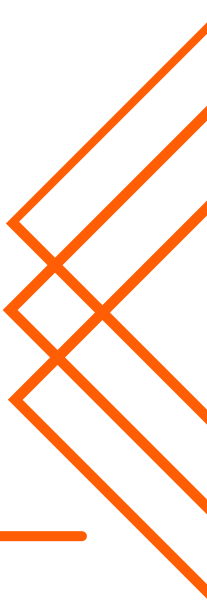
Worked on a 5 week-long live Project for a Corporate Angel Investor focusing on finding the most lucrative startups with high growth potential in the Indian TechSpace. The Client Wished to invest a significant amount of money in 15 startups that seemed promising and wanted our team to cover each and every sub-vertical under the Tech Industry based on detailed secondary research covering various aspects of the respective startups. The final report included a detailed KPI-driven analysis of every startup along with their funding details, Growth and Trends of the sub-industry, rankings and ratings on various aspects, and the product USPs.

Sales Strategy and Competitor BenchMarking

Engaged with an Edtech Startup for a 4-week live project related to Sales strategy, Pricing, and Competitor Benchmarking For Their New Product. The client wanted us to segment its target market and to establish cost-effective strategies with detailed action plans for capturing the target audience including pricing after doing a detailed study of current market conditions and the end target group. We thoroughly scanned through the market in order to analyse the competitor's strategy combined with proper benchmarking for proper comparisons between similar ventures. The final report included an elaborated form of our recommendations along with a detailed competitor analysis together with a comprehensive profit-centric sales strategy for the product.

Market Research

Research Analyst on a research project for Thoth Consultants India from June 2021 to July 2021 in a collaboration between Hindu Consulting Group. During our tenure, we did market research that helped in the evaluation of an M&A project in a team of 11 for a 500 cr + dairy company. The final report included an extensive research report comprising competitor analysis of 12 major players in the domestic and global dairy market & recent trends in the industry.



OUR MENTORS



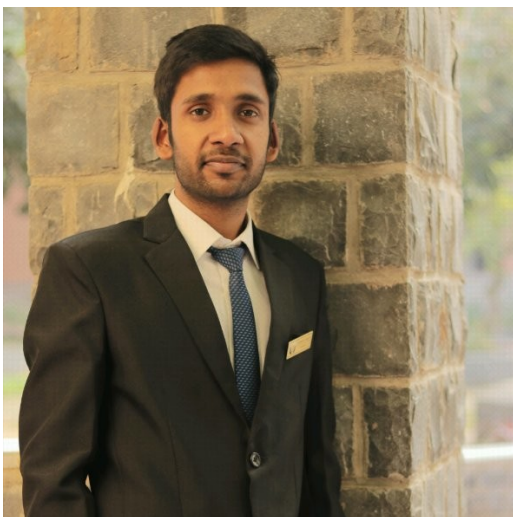
PRIYANK AHUJA

He is an ISB Hyderabad Alumni, Product Manager at Accenture, has also worked for big names like Nokia, TCS and Vodafone.



ANMOL MAKKAR

Graduated from Ramjas College. He is an incoming MBA candidate at HEC Paris. He has worked for PWC as an Associate and has worked as a Sr. Associate at EY-Parthenon.



SIDDHANTH BAGARIA

Graduated from Hindu College. An MBA student at IIM-B. Worked as an Associate at Bain & Company.



RASHI VIJAYVARGIYA

Pursuing MBA at ISB'22. She has worked for KPMG as an Associate Consultant and also for Mamaearth as Strategy Consultant.

OUR MENTORS



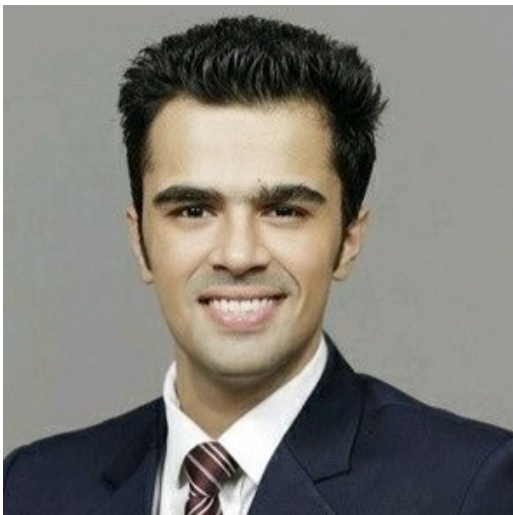
KSHITIJ SARAF

Graduated from Ramjas College. Has worked as an M&A Advisory at RPSG Group, have worked for Kearney and Bain. Currently working at Tusk Investments.



FAISAL KHAN

A Ramjas Graduate, MSc (Economics) from LSE and has also done his MBA from ISB. Worked for KPMG and currently working at PWC as a Consultant.



SHUBHANKAR GUPTA

A Ramjas Alumni, and has his completed MBA from IIM-L and is also a CFA level 2 candidate. Currently working at MasterCard as a Consultant.



ANISH MENDIRATTA

Currently pursuing his MBA at ISB graduated from Ramjas, and has worked for BCG as Analyst-GAMMA and Amazon.

OUR MENTORS



NIKHIL JINDAL

A Ramjas Alumni who has worked with BCG, currently pursuing his MBA from LBS.



SHUBHANGI SHRESHTHA

An ISB Alumna who graduated from Ramjas. she has worked as a Consultant at KPMG and currently working as Regional Analytics Manager APAC at UBER.



SESSIONS



ANISH PATIL

250+
Registrations

ANISH PATIL IS AN EARLY STAGE INVESTOR AT MATRIX PARTNERS INDIA AND WAS AN ASSOCIATE AT MCKINSEY & COMPANY, HE TOOK A SESSION ON "ALL ABOUT MBA, PLACEMENT, CONSULTING AND FINANCE" WITH 250+ REGISTRATIONS.



RAHUL NIJHAVAN

400+
Registrations

RAHUL IS A VICE-PRESIDENT AT GOLDMAN SACS, A LEADING GLOBAL INVESTMENT BANKING FIRM. THE TOPIC OF THE SESSION WAS "ALL ABOUT FINANCE". THE REGISTRATIONS FOR THE SESSION WERE 400+.



PRIYANK AHUJA

400+
Registrations

MR. AHUJA IS AN EXTREMELY EXPERIENCED PERSON IN THE FIELD OF PRODUCT MANAGEMENT AND MANAGEMENT CONSULTING. THE TOPIC FOR HIS SESSION WAS "CONSULTING- MOST SOUGHT OUT CAREER OPTION AFTER UG", THE SESSION SAW 400+ REGISTRATIONS.



SHUBHANKAR GUPTA

150+
Registrations

A CONSULTANT AT MASTERCARD, A LEADING GLOBAL PAYMENT AND TECH COMPANY. HE TOOK THE SESSION ON "CONSULTING PROFILE SHORTLIST PREPARATION". THE REGISTRATIONS RECEIVED FOR THIS SESSION WERE 150+.



PRIYANK AHUJA

225+
Registrations

BECAUSE OF HIS PAST SUCCESS AND HUGE DEMAND, PRIYANK TOOK ANOTHER SESSION ON THE SAME TOPIC I.E. "CONSULTING- MOST SOUGHT OUT CAREER OPTION AFTER UG", THIS TIME IT SAW 225+ PARTICIPANTS AND WAS VERY WELL RECEIVED.

ACHIEVEMENTS

Ramjas Consulting Society has competed in a variety of competitions around the globe over the last year. In this report, we are delighted to highlight some of our main achievements:

INTERNATIONAL

TOP 8

Finalist from India in Deloitte
ASCM Global

AIR 13

Pre-Finalist & PPI Convert in
Deloitte USI GSM

NATIONAL

RUNNER UP

at NSUT and IIM Lucknow

1ST

at Lady Shri Ram, SBSC and
Daulat Ram College

2ND

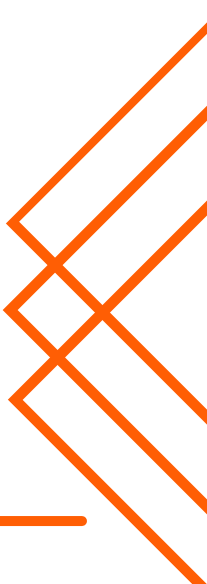
at Hindu College and
St.Stephen's College

3RD

at SSCBS, Ramjas College,
Kamla Nehru College, DDUC
and DCAC

FINALIST

at SPJIMR and SRCC



OUR ALUMNI

Our Alumni this year consisted of the founders who not only laid the foundations of Ramjas Consulting Society but also secured exemplary placements.

SURAMMYA KULSHRESTHA PRESIDENT

- Placed at EY Parthenon in Strategy Consulting
- Placed at EY in Valuation & Modelling Economics
- Placed at TresVista as a Financial Analyst
- Placed at Deloitte USI in Audit and Assurance
- Placed at Duff & Phelps as an Analyst-M&A Advisory (Currently pursuing)



ARYAN SINGHAL GENERAL ADVISOR

- Scored in the 97.56 percentile in CAT 2020
- Placed at Deloitte as Audit Assistant
- Placed at TresVista as Research and Investment Analyst (Currently Pursuing)

HARISH AGGARWAL GENERAL ADVISOR

- Scored in the 99.18 percentile in CAT 2020
- Placed at TresVista as a Financial Analyst in Research and Investment Services
- Placed at VAHDAM® India as an Associate-Business Analyst (Currently pursuing)



RECRUITMENT DRIVE



200+

Registrations

29

Selected

After a thrilling previous session, recruitment for the session 2021-22 was undertaken in the month of January. Applications from freshers as well as second-year students were welcome, and the turnout was over 200 applications from a variety of courses across Ramjas.

There were two rounds for selection post the acceptance of application forms- the Group Discussion and the Personal Interview. Round 1 i.e. the GD saw excellent participation by all the chosen applicants, who showed a great intellect and conveyed their thoughts while being moderated by the core team. There were applicants, who by virtue of their specific skills were entitled to proceed directly to the PI round, without having to appear for the GD.

The round which was a real game-changer for every applicant was the personal interview. All the applicants who were able to negotiate the group discussion were challenged and forced to step out of their respective comfort zones in this grueling final selection round.

A true platform for the test of knowledge, skills, communication, awareness, business acumen, and handling pressure, the round made candidates bring out their best game to get selected.

A week-long journey of intense competition and showcasing skills reduced the 200+ application number to 29 victorious candidates who proved their mettle and were selected to be junior consultants for the upcoming session.

ANNUAL FEST

Our annual fest **Consulatanza'21** was organized from February 22 to 28, 2021. It was the first-ever virtual fest of Ramjas Consulting Society. The fest consisted of two major events, which were designed to both improve the skills and competence of participants as well as provide them with an opportunity to prove their mettle in front of a panel of highly experienced judges. The overall fest was a great success with a great number of sponsors, a highly experienced and talented speaker, and Industry experts from Amazon, BCG, KPMG, and Kearney as our jury members. Additionally, our one-of-a-kind Case Competition also received a great many positive reviews from the participants.

- **SPEAKER SESSION:** A session on “Case interviews and Consulting options after MBA” was taken by Ms. Chhavii Gupta, a CAT 100%iler, esteemed alumnus of IIM Ahmedabad as well as IIT Delhi and former senior associate at BCG. The session saw a registration count of over 200 and turned out to be a huge success.
 - **CASE-o-CRYPT:** This one-of-its-kind flagship case competition was highly anticipated. Registrations for the event crossed the 400 mark, and witnessed participation from many prestigious institutions including IIM Lucknow, IIM Indore, IIM Kozhikode, IIT Kharagpur, and IIT Delhi, along with top DU colleges. The competition consisted of 3 rounds- the business quiz, the case submission, and around never seen before in the DU circuit- the case interview round. All teams showed great skill and spirit of competition as they progressed through the rounds.
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SOCIAL MEDIA PRESENCE



RCS has a strong reach of 5000+ on Instagram.



RCS also has almost 1500+ connections on LinkedIn which will help us reach a good crowd.



The Facebook page of RCS has almost 3000 reach and gets almost just as many likes on the posts.
