

Astitva Jindal

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EDUCATION

- Cambridge Judge Business School | Cambridge, UK

Nov 2022 – Mar 2023
- EnterpriseTECH programme | 10-week programme on innovation-driven problem-solving for AI-enabled energy management solution
 - Developed a commercial feasibility assessment for a Cambridge climate-tech startup, evaluating market size and go-to-market opportunities
- Queen Mary University of London | London, UK

Sep 2018 - Jun 2022
- B.Sc. Economics & Finance with year in the industry | [Research paper](#) | Upper Second-class Honours
 - Merit Scholarship:** Full-time academic scholarship worth £90,000 across 4 years of study funded by International Students House, London
 - Summer Intern, OakNorth Bank:** Assisted CFO with carbon emissions reporting and wider ESG regulatory frameworks
 - Year in the Industry:** Completed sandwich year at EY, India working for project PMO support for BMW engagement
 - Summer School:** 20-day fully funded educational experience at Shanghai University of Finance and Economics, Shanghai, China
- The Scindia School | Gwalior, India

Jun 2011 – May 2018
- CBSE | Class X: 9.6 CGPA | Class XII: 90% Mathematics (92%), Economics (91%), Accountancy (91%) | Recipient of Duke of Edinburgh Award

PROFESSIONAL EXPERIENCE

- Sustainability Manager | Perse | London, UK | B2B SaaS platform back by Morgan Stanley, Google, and Starks Energy | Feb 2024 – Aug 2025
- Drove £200k+ monthly recurring revenue for series-A start-up delivering high-quality energy data to measure, manage and reduce carbon emissions
- CLIENT ENGAGEMENT

- Managed 10+ enterprise clients, analysing real-time energy data from 5,000+ utility supplies to enable sustainability performance tracking
- Delivered 2 large-scale API integrations, transitioning clients from spreadsheet-based reporting to automated real-time data pipelines
- Led onboarding, training, API integration and platform adoption for 40+ MSME clients

ESG STRATEGY

- Managed ESG and carbon reporting data for commercial real estate portfolios worth £10bn+ approximately ~30% (in sq. ft.) of the UK market
- Contributed to a 41% reduction in operational emissions from the 2022 baseline and an 11% year-on-year reduction for a UK real estate client

PRODUCT MANAGEMENT

- Drove 70%+ adoption of a half-hourly energy analytics app, enabling clients to identify energy efficiency and decarbonisation opportunities
- Led the launch of 20+ white-label analytics app, customising workflows, dashboards, and reporting capabilities to meet sector wise requirement
- Identified customer needs through user research and engagement, supporting product ideation, development, and commercial scaling

- CSR Executive | Allica Bank | London, UK | UK's fastest growing fintech bank backed by TCV, Warwick, Blue Owl, BBI | Sep 2023 – Jan 2024
- Authored inaugural ESG report and integrated climate risk measures into ~£2 billion lending portfolio for SME-focused commercial bank

MARKET ANALYSIS

- Benchmarked bank's customers against ~200,000 SMEs, revealing a 2.5x higher concentration of fast-growing businesses within the portfolio
- Identified EV financing opportunity and launched £10M Green Lending Programme for EV financing with an estimated ~5% loan book growth

PARTNERSHIPS

- Represented the bank at Project Perseus and Bankers for Net Zero, supporting SME decarbonisation and sustainable finance initiatives.
- Partnered with Credit, Product, and Underwriting teams to embed climate risk assessments into lending and credit approval processes.

- Research Analyst | Clifden Consulting | London, UK | Boutique M&A deal origination consultancy | Oct 2022 – Jul 2023

Built a strong investor network and supported market research at an M&A deal origination consultancy across the UK

BUSINESS DEVELOPMENT

- Generated commercial insights through structured market research, supported the origination team with pipeline analysis

DEAL SOURCING

- Maintained and optimized investor CRM systems and deal flow databases; ensured up-to-date intelligence for outreach and sourcing

EXTRA-CURRICULAR ACTIVITIES AND LEADERSHIP

- Founder | Humsafar (We are together) | New Delhi, India | A mental health programme for underserved students | Mar 2022 – Oct 2022

KEY ACHIEVEMENTS

- Awarded Davis Projects for Peace Grant (\$10,000), selected among 125 students worldwide by foundation of philanthropist Kathryn W. Davis
- Nominated for PIEoneer Award 2023 under 'International Alumni of the year' category for excellence in community service

IMAPCT

- Led a multidisciplinary team of 5 counsellors to deliver mental health, and life-skills sessions for 100+ disadvantaged adolescents
- Partnered with 2 publicly funded schools and directed project strategy, fundraising, stakeholder engagement, and programme delivery

KEY LINKS: [Video Interview](#) | [Podcast](#) | [Final Report](#)

- Impact Officer | Global Shapers Community | London, UK | An initiative of the World Economic Forum for young people | Oct 2023 – Present

KEY ACHIEVEMENTS

- Elected as the Impact officer to lead community of 50 young professionals with a drive to implement impactful and scalable community projects

IMPACT

- Lead for Sustainability:** Facilitated mentorship for 100+ students through connecting with sustainability professionals
- Financial Literacy:** A storytelling led financial literacy project, a globally successful project with translations into 20+ languages
- Blood for All:** An initiative to normalize blood donation & improves health outcomes in communities around the world