

Amit Grewal

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EDUCATION

University of Southern California, Leventhal School of Accounting – Los Angeles, CA May 2023
Master of Accounting

Michigan State University, Broad College of Business – East Lansing, MI May 2022
Honors Bachelor of Arts, Accounting
Minor in Information and Communication Technology and Development
Major & Cumulative GPA: 4.00/4.00; *summa cum laude*
2022 MSU Board of Trustees' Merit Scholar; Dean's List: Fall 2019 – Spring 2022

RELATED EXPERIENCE

Grewal Consulting, Muir, MI July 2014 – Present
Chief Consultant; Corporate Strategy, Legal, & Technology Departments

- Sustainably increased annual revenues by 15% or more for multiple clients, ranging from \$250,000 to \$7.3 million in annual gross receipts, through innovative strategies:
 - Turned a failing rural gas station into the region leader through margin-focused planning, doubling net annual profit in less than four years
 - Resharpened a suburban liquor store's focus on core products to double net annual profit in 28 months, almost tripling net annual profit after 36 months
- Led acquisition projects ranging from \$120,000 to \$1.8 million
 - Decreased acquisition price and interest while increasing financed sums through research and negotiation.
 - Average acquisition discount of 12%, financed at 4%-5% interest vs industry average of 6%-8%
- Drafted and reviewed key legal documents to ensure legality, minimum liability, and most favorable terms
 - Saved fourteen clients a combined sum of over \$450,000 through my legal consulting combined with final examination by licensed attorneys
- Deployed high-performance technology solutions to improve business flow, security, and data analysis
 - Decreased customer wait times by 20% during normal operations and 70% during busy hours through new point-of-sale and back office computing systems, while also increasing profits with smart inventory control and trend spotting through analysis of each system's data

Amant Petroleum L.L.C., Muir, MI

Assistant Manager June 2014 – August 2022

- Organized a team of 5-11 employees to increase productivity while reducing employee hours by 30%
 - Employee productivity increased by 200% through motivation and holistic training, thus allowing work hours to be cut back and increasing work-life balance
- Managed store operations regularly during manager absences, ensuring continuity and stability
- Ensured smooth business operations by covering for sick employees and quickly recruiting quality workers

Customer Service Representative August 2011 – June 2014

- Gathered feedback from customers and employees to design and improve business processes, decreasing wasted time by 45 minutes per eight-hour shift
- Kept business location operating continuously through inventory management and clean workspaces, resulting in zero at-fault downtime

ACTIVITIES, HONORS & SKILLS

MSU Finance Association, *Member* Aug 2019 – May 2022

MSU Volunteer Income Tax Assistance Program, *Member-in-Training* September 2020 – May 2022

Languages: English, *Native*; Punjabi, *Native*; Hindi, *Basic Fluency*; French, *Basic Fluency*

Other Skills: x86 systems, Python, R, SQL, Power BI, Arduino IDE, MCUs, IoT, Elec/Mech Eng., Windows, Office, etc.