

# MADHAV SEHGAL

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## EDUCATION

### University of Michigan

**Master of Science in Aerospace Engineering** (Concentration: Systems Engineering)  
Certification: INCOSE Associate Systems Engineering Professional (ASEP), Feb 2026

**Ann Arbor, MI**  
May 2026

### Amity University

**Bachelor of Technology in Aerospace Engineering** (Hons. in Spacecraft Engineering)

**Uttar Pradesh, India**  
May 2024

## EXPERIENCE

### Space Physics Research Laboratory, University of Michigan

Systems Engineer

**Ann Arbor, MI**  
May 2025 – Present

- Identified a **new revenue opportunity** in underutilized university testing facilities by building a go-to-market and engagement-operations platform that mapped startup testing demand against lab capacity, pricing considerations, utilization constraints, and service readiness.
- Reduced **administrative effort by 60% across 8 testing-service engagements** by replacing fragmented intake, risk assessment, compliance, documentation, and closeout workflows with a centralized Python and SQL platform.
- Cut **data errors by 40% before engagement kickoff** by designing automated compliance checks and decision-support dashboards that flagged inconsistent records, missing information, and operational risks early.

### Sehgal & Co.

Business Operations Associate, Project Finance & Operations

**New Delhi, India**  
Apr 2020 – May 2024

- Managed **budget-to-actual tracking across 5 to 8 concurrent residential and commercial projects** by comparing projected material, labor, vendor, and subcontractor costs against actual spend, helping leadership surface cost variances and margin risks before they affected profitability.
- Built **project-level financial visibility** by consolidating estimated costs, actual spend, vendor commitments, pending invoices, receivables, and payables into structured Excel trackers that supported cash-flow planning and leadership decisions.
- Strengthened **project governance and audit readiness** by centralizing quotations, purchase orders, invoices, receipts, and contract records into a consistent documentation process across vendors, subcontractors, and active project workstreams.
- Translated **day-to-day project activity into financial and operational insights** by preparing leadership summaries on cost commitments, outstanding receivables and payables, vendor dependencies, and execution risks.

## CONSULTING & STRATEGIC LEADERSHIP

### Harvard HPAIR Impact Challenge, Oban Market (Runner-Up)

Consulting Delegate

**Cambridge, MA**  
Feb 2023

- Identified **revenue growth opportunities for a microfinance marketplace serving 1,500+ daily users** by mapping customer journeys, partner handoffs, order-flow gaps, and operational bottlenecks to high-impact monetization levers.
- Built a **prioritized roadmap across 4 strategic initiatives** by weighing implementation feasibility, compliance risk, customer impact, unit economics, and operational complexity for each recommendation.
- Earned **Runner-Up recognition** by presenting client-facing recommendations that connected each operational improvement to scalability, commercial impact, and measurable revenue potential.

### JarWiz EdTech

Founder

**New Delhi, India**  
Sept 2020 – May 2024

- Founded and scaled an **education-access venture across 60+ schools** by validating student needs, defining the product roadmap, and building a mentor-enabled operating model from concept to launch.
- Expanded reach to **3,000+ students** by developing a go-to-market strategy that combined competitive benchmarking, customer segmentation, value proposition design, and digital outreach through a Microsoft-backed startup program.
- Built a **repeatable service-delivery model for underserved communities** by recruiting volunteer mentors, standardizing student onboarding, and coordinating academic support workflows without adding fixed operating costs.

### Shell Net Zero Challenge, Aeronautica (National Runner-Up)

Co-Founder (Student Venture Team)

**Bangalore, India**  
Oct 2023

- Built the **commercialization strategy for a National Runner-Up sustainability venture** by translating ocean-cleanup operations into a scalable business model centered on commercially valuable by-products.
- Modeled a **diversified revenue strategy across 4 segments** by assessing market size, customer demand, deployment economics, and commercial feasibility across data services, government partnerships, sustainable products, and eco-tourism.
- Developed an **executive-ready investment case** by stress-testing cost drivers, revenue channels, stakeholder incentives, and operational risks, turning a technical sustainability concept into a credible business opportunity.

## SKILLS

**Consulting & Strategy:** Client engagement, market sizing, competitive benchmarking, due diligence, business case development, go-to-market strategy, growth strategy, operating model design, stakeholder management, data-driven recommendations.

**Finance & Operations:** Engagement economics, budget variance analysis, cost-benefit analysis, pricing and margin analysis, billing coordination, receivables and payables tracking, financial reporting, compliance and risk monitoring, process improvement, accounting fundamentals.

**Tools:** Microsoft Excel, PowerPoint, Word, SharePoint, CRM systems, Microsoft Copilot, Python, SQL, Tableau, Claude Code.