SAGAR MAKAR in

M.B.A. 2026 | sagar.makar24-01@iimv.ac.in



EDUCATIONAL	QUALIFICATIONS

M.B.A.	2026	Indian Institute of Management, Visakhapatnam	Pursuing
B.Tech ECE	2018 - 2022	NIIT University, Neemrana	7.97 / 10
TSBIE - 12th	2018	Vijay Ratna Junior College, Hyderabad	90.1%
CBSE - 10th	2016	Kendriya Vidyalaya Number 2 AFA, Dundigal	9.8 / 10

PROFESSIONAL EXPERIENCE

Security Specialist IBM Sep 2022 - Jun 2024

- Awarded Hybrid Cloud Transform (HCT) Best Asset Development Award (Q2 2023) in recognition of developing product and
 engineering assets for the organisation that helped by improvising the overall efficiency and increasing the profits marginally
- Selected for the Watson-X hackathon finals and delivered the final product which is the flagship event of IBM to leverage generative AI to strategize and optimize solutions and create efficient business models with the help of AI and data analytics
- Tasked to Mentor 5 new interns at IBM while supervising, motivating, delegating and training them their full-time employment
- Contributed to PTSS, team of 70+ members consulting clients across globe and working on cross-facilitating innovative methods
 Spearheaded 3 projects independently, operating as individual Point of Contact for communicating with international clients;
- Generated reports for 3 more different internal client teams within IBM based on clients' requirements and recommendations

 Worked on and developed an innovative business product solution oriented ground automation script assisted by decreasing
- Worked on and developed an innovative business product solution oriented around automation script assisted by decreasing
 the manual workforce by 10% and reducing errors by 30% enhanced by data analytics tools and technologies to optimize
- Accomplished tasks such as application security, risk identification, and mitigation while collaborating with teams on multiple tech stacks (Java, SQL, Cloud, network, etc.) for delivering innovative solutions and support global clients' needs efficiently
- Worked and reported based on the agile methodology and models that the team followed; Improving internal communication, and cross-team collaborations from across locations on a global level and ensuring timely completion adhering deadlines
- Contributed to developing Infrastructure Security Support **DevOps product build** to **assist** the **Operation**s of clients; **Developed product strategy** for the automation project based on understanding **client needs**, **market trends**, **and business requirements**

INTERNSHIPS

Cyber Security Intern IBM Jan 2022 - Jul 2022

- The product developed were endorsed and appreciated by Director of Talent Acquisition Integrated Supply Agreement
- Contributed to base building a prototype for Network Security Operations validation product using DevOps tools; Communicated
 on product status with reports generated to stakeholders involved (internal team, higher management and colleagues)
- Reviewed higher management feedback, analysis, and insights or interviews to identify requirements and reflected on the same
- Automation of firewall to track changes before and after an upgrade to eliminate errors/misses in upgrade qualification checks;
 Engineered product solutions to enhance Network Protection and increase efficiency of upgrades through automation

CERTIFICATIONS

- CompTIA Security+ for identifying threats, attacks and vulnerabilities with techniques in risk management and risk mitigation;
 Skills Data Security, Threat Analysis, Risk Management, Risk Mitigation, Risk Control, Data Recovery, Cyber Forensics, Networking
- Watsonx.ai Sales Advanced badge for knowledge and skill with watsonX and the ability to deliver client-facing Proof of Value;
 Skills Sales Strategy, Management, Artificial Intelligence, Trusted Advisor, Technology Sales, Cloud and Business Development
- IBM Enterprise Design Thinking badge for applying and finding opportunities to use design, strategies and innovative thinking; Skills - Customer Experience, User Research, Design, Ideation, User-Centric, Business Process, Strategic Planning and Workflows
- Data Science Methodologies badge for steps in data science and research on analyzing data and building relevant models;
 Skills Data Analysis, Data Management, Big Data, Databases, Statistics, Analytics, Product Development, Python and Reporting
- Acquired Agile Explorer badge for understanding agile methodologies values, principles, and practices in product development;
 Skills Agile, Operations, Development, Product Management, Agile Methodologies, Scrum, Sprint, Facilitation, Release Planning

POSITIONS OF RESPONSIBILITY

- Junior Placement Representative at IIM Visakhapatnam (selected amongst 23 out of 344) responsible for maintaining corporate relations, collaborating and connecting with recruiters and industry leaders to generate leads to expand corporate network
- Coordinated all placement activities for the PGP class of 2025 and 2026 (600+ students) and ensured smooth functioning and organising of all placement-related activities while functioning as liaison between the students, recruiters and the CDS Office
- Assigned as **Student Club Coordinator** for the second year of B.Tech. to ensure smooth **functioning**, **organizing and scheduling** of events, functions and student activities during the academic year, while also being **responsible for managing resources**

EXTRA-CURRICULAR ACTIVITIES

- Was nominated out of 240 students to lead and mentor the juniors in undergraduation and coordinated scheduled activities
- Spearheaded a team of **5 student members** representing the school in the intra-regional **National Children's Science Congress** which was oriented on **developing innovative solutions** to tackle and solve climate, environmental & weather change problems