

**ANKUSH KARNIK**

33 Haines Avenue ■ Piscataway, NJ 08854 ■ (732) 266-5439 ■ ankushk@yahoo.com

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June 25, 2009

Executive Committee  
Maharashtra Foundation  
P.O. Box 2287  
Church St. Station  
New York, NY 10008-2287

Dear President and EC members,

With this letter I, Ankush Karnik, respectfully self-nominate myself to run for the position on the executive committee of Maharashtra Foundation, a charitable organization with a great reputation and history of high impact projects with mission, “social and economic justice for all”. I have also enclosed a summary bio-data document along with this letter.

As you all know, I had multiple opportunities in the past to work with the executive committee members and contribute to foundation’s projects in many ways. My relationship with Maharashtra Foundation began around year 2001 as a volunteer, primarily assisting members of the EC and the foundation community at the annual fundraiser and other foundation events. My growing interest and passion towards community service has propelled my relationship with foundation since then. In 2005 I was not only a donor, but also an integral part of the team (mf-youth) that worked on two high impact projects based in India.

As a team, mf-youth worked on critical initiatives such as rural healthcare, literacy and women empowerment not only in Maharashtra, but also in other Indian states. Above initiatives were implemented in partnership with organizations such as HALO Medical Foundation, Anadur, Maharashtra, and CINI – ASHA, Siliguri, Assam. My engagement in above projects has helped me gain firsthand experience at due diligence, donor management and project management in a non-profit setting.

I am confident that my passion for community service coupled with my relation with Maharashtra Foundation and knowledge of non-profit will help me make significant contribution to the foundation’s mission, and also assist the executive committee in building the foundation brand.

Below are some of the areas that I can be of assistance to the committee:

- Due diligence and project selection
- Donor management: Expand donor base and develop relations with donors
- Project management
- Organization development
- Organization finances

Finally, I would gladly accept the opportunity to not only serve, but also make a difference in the lives of needy and the underprivileged community primarily in India. I am confident that my experience, education and skill set will help me be an asset to the foundation community and bring a different perspective, vision and tenacity to the foundation’s executive committee. In case of any questions or to further discuss my candidacy; please feel free to reach me anytime via phone or email.

Sincerely,

Ankush Karnik

## ANKUSH KARNIK

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### EDUCATION

**GEORGETOWN UNIVERSITY, The Robert Emmett McDonough School of Business**  
Master of Business Administration

**Washington, DC**  
May 2009

**NEW JERSEY INSTITUTE OF TECHNOLOGY**  
Master of Science, Engineering Management

**Newark, NJ**  
May 2005

**NEW JERSEY INSTITUTE OF TECHNOLOGY**  
Bachelor of Science, Industrial Engineering

**Newark, NJ**  
Aug 2001

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### NON-PROFIT EXPERIENCE

**MAHARASHTRA FOUNDATION**

**New York, NY**

*Volunteer / Mf-Youth*

*2001 - 2006*

- Worked with the Mf-youth team and in partnership with HALO medical foundation to present the Bharatvaidya project to the US donor base at the annual fundraising event. Fundraising pitch helped raise over \$35,000 for the cause. Today HALO Medical Foundation and the Bharatvaidya project has been realized by government of India and is now being implemented in number of villages across the country.
- Worked with the mf-youth team and in partnership with CINI – ASHA and the America India Foundation (AIF) to implement an adult education program in the Siliguri district in the state of Assam. Fundraising was done in collaboration with AIF, where AIF matched funds raised by mf-youth during foundation's fundraising events.
- Assisted the executive and the program committee during foundation's fundraising and other events during the year.

**EDISON FIRST AID & RESCUE SQUAD NO. 1**

**Edison, NJ**

*Volunteer / Sergeant / Treasurer*

*2000 – 2005*

- Worked with a team of Emergency Medical Technicians to provide pre-hospital care and transport to the sick and the injured.
  - 4<sup>th</sup> in command and responsible for implementing policies and procedures geared towards safe operation of the organization.
  - Managed organization's finances, and developed and implemented a small business giving program, which helped bring in significant incremental donations during organization's annual fund drive.
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### WORK EXPERIENCE

**CITIGROUP INC., CITI CARDS**

**Long Island City, NY**

*Management Associate*

*Aug 2009 - Present*

- Will begin fulltime employment effective August 2009.

*Risk Management Associate*

*May 2008 - Aug 2008*

- Analyzed consumer credit lending policies and practices with focus on risk mitigation and minimizing credit losses.
- Helped generate over \$1 million in annual savings by optimizing credit approval processes.
- Developed and recommended repositioning strategy for cross-selling financial protection products. Strategy helped educate customers on Citi financial protection products and generate significant incremental revenue for the firm.

**LIL' BIG ONES, LLC**

**South Plainfield, NJ**

*Co-Founder (Childcare and Learning Center)*

*Jan 2007 - Present*

- Helped grow the business from start-up to \$500,000 in annual revenues through effective business planning, positioning and marketing, primarily through word of mouth and media advertising.

**NEW JERSEY TRANSIT CORPORATION**

**Newark, NJ**

*Project Manager*

*Feb 2002 – Jul 2007*

- Initiated and managed full life cycle for mission-critical transportation projects with budget of over \$4 million. Projects were aimed at improving operations and minimizing cost impact of re-negotiation of union contracts.
- Led and managed cross-functional team of ten employees to implement advanced operations system in transit bus operations.
- Successfully balanced development budget of \$1 million by delegating projects to in-house and consultant teams responsible for design, development, and implementation of transportation computer system.

**DEL LABORATORIES INC**

*Packaging Engineer*

**Uniondale, NY**

*Nov 2001 – Feb 2002*

- Improved product marketability for N.Y.C and Sally Hansen product lines by collaborating with vendors and other internal departments to develop new product packaging.

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**OTHER / INTERESTS / PUBLICATIONS**

Languages: Proficient: Hindi, Marathi; Learning: German, Mandarin

Interests: Community service, photography, golf

Publication: Karnik Ankush, Passerini Katia. "Wireless Network Security - A Discussion from a Business Perspective." IEEE Explore (April 2005): 261-267.