

# AANCHAL MITTAL

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## INVESTMENT BANKER - M&A ANALYST - *leveraging 5+ years of experience*

Experienced and motivated finance expert with 5 years in investment banking, advising middle-market technology companies on mergers and acquisitions. Strong analytical and financial modelling skills honed via the development of comprehensive financial models to support even the most complex technological firms.

### PROFILE SUMMARY

- Proficient in coordinating mergers and acquisitions, including building financial models to analyse and support the merger or acquisition
- Highly skilled in fixing stock pricing to enable investors to invest in the stocks and raise funds for the growth of the company
- Competent in ensuring compliance with financial regulatory institutions, including the Securities and Exchange Board of India (SEBI)
- Adept at consulting with companies and advising on which securities to issue to investors

### CORE COMPETENCIES

- |                                    |                        |                        |
|------------------------------------|------------------------|------------------------|
| ▪ Merger & Acquisition Development | ▪ P&L Administration   | ▪ Financial Management |
| ▪ Strategy Development             | ▪ Strategy Development | ▪ Strategy Development |
| ▪ Risk Management                  | ▪ Risk Management      | ▪ Risk Management      |
| ▪ Corporate Finance                | ▪ Corporate Finance    | ▪ Corporate Finance    |

### PROFESSIONAL EXPERIENCE

#### Greenlam Industries Ltd, Noida

Jan. 2019 – Feb. 2020

##### Investment Banker – M&A Analyst

- Lead deal execution, develop strategic positioning, financial model, marketing materials, and buyer outreach.
- Coordinated information flows and served as the primary contact between the buyer, seller, and internal team.
- Advised leading, independent e-commerce shipping platform, an embedded software company, SAAS property tax management platform, on a sell-side M&A transaction.
- Achieved outlier indication of interest (significantly beyond transaction comps) from the creation of highly Support turn-key origination, pitching, and execution efforts of the transaction one of three on the deal team.
- Worked directly with the firm's principal to support and lead various aspects of client engagements, business development, marketing activities, and day-to-day operations.
- Participated effectively in a variety of transactions, from initial client pitches to transaction closings.
- Documented offering memoranda and pitch books, client support, financial analysis, and modeling and marketing idea creation and execution.

#### Sahni Natarajan & Bahl, Greater Noida

Apr. 2015 – Dec 2018

##### Investment Banker – M&A Analyst

- Performed strategic screening for potential acquisition and partnering candidates.
- Participated actively in M&A auction processes including analysis and review of offering materials, valuation modeling, and coordination of due diligence, contract negotiation, and integration preparation.
- Liaised efficiently with Business Units to provide business development support of their growth and reinvention objectives.
- Drafted a synergy analysis to quantify the incremental cash flow and enterprise value benefit that would result from a combination with a publicly-traded buyer.
- Collaborated with senior bankers throughout the deal sourcing pipeline process in identifying high-growth and bootstrapped initiative market research, competitive landscape, and industry sizing analyses in preparation of client pitch books.

### ACADEMIC CREDENTIALS

**Education** – MBA (Accounting and Finance) | IBS | 2010

BBA, Delhi University | 2008

### PERSONAL DOSSIER

- **Languages Known:** English & Hindi

~References and other documents available upon request ~