

SONU SHARMA

Institutional Banker

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New Delhi, India

[LinkedIn](#)

An accomplished institutional banker with experience in card and merchant acquiring businesses, delivering new products, services, and process improvements. Experienced in operational leadership in the areas of staff management, profit and loss, budgeting, cost control, and strategic planning. Expertise in relationship management that matches account acquisition abilities.

EMPLOYMENT

2020 – Present

Institutional Banker – Barclays Corporate & Investment Bank

Delhi

- Identify investment opportunities, conduct semi-annual portfolio reviews, and implement asset allocations to achieve profitability.
- Manage a full-service brokerage start-up office providing retirement, investment, and insurance products to small businesses and individual clients.
- Perform company valuations utilizing comparable public company analysis, precedent transactions analysis, and DCF analysis.
- Participate in due diligence processes to ensure that information is received and reviewed in a timely manner and that appropriate reports for management are completed.

2017 – 2020

Institutional Banker – Core Capital Advisors

New Delhi

- Executed sales of public & private companies, IPO's, secondary equity offerings, and private debt placements.
- Performed thorough investment research through the utilization of data sources.
- Supported financial analysis of potential acquisition targets and prepared valuation analyses of potential valuation targets

EDUCATION

2017

MBA (Account and Finance) – UPES

Dehradun

2015

BBA – VIPS

New Delhi

SKILLS

Portfolio Management



Mutual & Hedge Funds



Client Relations



Valuation



Quantitative Analysis



LANGUAGES

English



Hindi



Spanish

