

PIYUSH GULIANI, 25

Management Associate, Citibank N.A. | PGDM (Finance), S.P. Jain Institute of Management and Research, Mumbai

PROFESSIONAL EXPERIENCE

38 MONTHS

3 years of experience across Consulting and Banking. Extensive experience in industry profiling, company screenings and financial analysis.

Citibank N.A.

Mumbai/Delhi

Management Associate (Assistant Manager, Institutional Clients Group)

14 Months (June '12-Current)

Joined Citibank's Cross-Business career program that enabled exposure to different businesses within the bank

- **Global Markets:** Identified revenue opportunities from foreign exchange flows of potential and existing clients. Analyzed new verticals, did client prospecting and conducted wallet share analysis of clients
- **Credit Risk (Corporate Banking):** Conducted a review of Indian automobile sector and a credit assessment of bank's automobile clients by analyzing their existing competitive position and by making financial projections

Experience of interacting with different stakeholders: Private and foreign corporate banks, RBI, Company CFOs, Treasurers and Chartered accountants on matters of regulatory submissions to RBI

Bain & Company

Delhi

Analyst

24 Months (Jul '08-Jun '10)

- Worked on live consulting engagements across multiple industries and functions and in **PE, M&A and Strategy** verticals
- Worked across a **diversified client portfolio:** European aero engine component manufacturer, US medical device manufacturer, North American bar code printer manufacturer and Singapore based pulp and paper producer
- Performed **industry assessments, market due diligence and company diagnosis** across different client assignments

Achievements and Positions of Responsibilities

- Recognized for consistently strong performance - **Promoted to Analyst-2** from Analyst-1 after an year's experience
- **Class Captain, Analyst Class '08:** Single point of contact for **25 analysts** with the management; designed the annual training calendar

EDUCATION

Year	Examination	Institution	Marks Obtained
2012	PGDM (Finance)	S. P. Jain Institute of Management & Research, Mumbai	3.38/4.00
2008	Bachelor of Business Studies(BBS)	College of Business Studies (CBS), University of Delhi	79.7%
2005	Class XII, CBSE	Bal Bharati Public School, New Delhi	91.6%
2003	Class X, CBSE	Bal Bharati Public School, New Delhi	86.7%

Scholastic Achievements:

- **Dean's Merit List**, in a batch of 176, based on **CGPA** released for the batch of 2010-12, PGDM, SPJIMR
- **Ranked 3rd in University of Delhi** in Year II and Year III of Bachelors of Business Studies ('07 and '08)
- **Ranked 1st**, Commerce Stream, Class XI and XII ('04 and '05)

PROJECTS/EXTRA CURRICULAR ACHIEVEMENTS

- **National Winner, Accenture Management Consulting Competition:** Prepared a social media strategy for Amul and presented it to Partners and Managers from Accenture Management Consulting ('11)
- **Presentation to Anand Mahindra and the Mahindra Board:** Presented a proposal to convert Mahindra NBFC into a bank in view of the new RBI draft guidelines. This was part of the annual Mahindra War Room Campus event and was broadcast on CNBC ('11)
- **NABARD Financial Inclusion:** Made a presentation on roadmap to financial inclusion in India to NABARD management ('10)

CORPORATE INTERNSHIP

9 Weeks

Citibank (Investment Lab, Citi Private Bank)

(Sep '11 –Nov '11)

Project scope: Developing an **Asset Allocation Methodology** suitable for Indian financial market

- Tested the applicability of conventional asset allocation models in India and developed a basic framework to forecast returns of equity and fixed income securities

SOCIAL SECTOR INTERNSHIP

6 Weeks

Be! Fund (Social Venture Fund), Delhi

(Mar '11 –Apr '11)

- **Developed business plans** for entrepreneurs and **prepared a budget proposal of INR 60 Mn** to secure government funding
- **Prepared an INR 500 Mn investment model** in collaboration with **Chelwood Capital, London** for soliciting foreign investment grants

POSITIONS OF RESPONSIBILITY

- **Coordinator, Consulting Committee** at SPJIMR: **Organized SPJIMR's Annual Consulting Symposium**, attended by over 100 consultants, corporate professionals and international academia (Jan '10)
- **Coordinator, Alumni-Students Exchange**, SPJIMR: Facilitated networking relationships by mapping career aspirations of current PGDM participants with the corresponding work profiles of more than 200 SPJIMR alumni (Aug'10-Mar '12)