

PROFILE SUMMARY

Completed **MBA** from **S.P. Jain Institute of Management and Research (SPJIMR)** in the year 2012. Currently designated Assistant Manager - Research & Advisory and working in a start-up role. Previously worked with **Deloitte Consulting** and interned with **HSBC** under the Investment Banking domain. Completed **CFA (USA) - Level 1**. Consistently strong academic background, versatile profile and vital contributions during professional stints.

KEY SKILLS

Consulting Skills: Business Strategy & Consulting, Business Research & Advisory, Business Intelligence & Analytics

Project Management Skills: Project Planning, Project Monitoring, Project Execution, Team Management

Finance: Financial Research & Analysis, Financial Modeling, Valuation

PROFESSIONAL EXPERIENCE

26 MONTHS

1. Assistant Manager (Research & Advisory), Information Business Services - Cheers Interactive

(Apr '12 - Present)

Cheers Interactive is a leading research and analytics firm based out of India and UK providing information business services to clients globally

Responsibilities

- Engage with clients from understanding **strategic business requirements** and challenges
- Advise clients on strategies to increase their revenue streams, reduce costs and thereby **improve profitability**
- Identify **business/financial risks** and opportunities for clients and thereby develop action plan to meet the objectives
- Envisage **industry trends** and conduct **financial analysis** for modeling industry data and developing forecasts
- Perform **competitors' analysis** for clients from a financial, operational, competitive and industry perspective
- Analyze and synthesize business research findings to present insights and **strategic recommendations** to business leadership
- Conduct analysis of clients' financial circumstances, future goals and liaise with business development team to identify **business synergies**
- Develop project costing, **business proposals** and business cases for clients
- Handled multiple client interactions and managed five analysts within a short span of time

Projects

- Developed a **financial model** for one of the largest publishers in the UK to forecast **return on investment** for launching a new product
- Conceptualized a digitization strategy for US based client involving analysis of **market sentiment**, **competitive benchmarking** and estimating **market potential** and profitability by business segments
- Advised a Middle East based client for geographic market entry in USA providing **business intelligence** and **competitive landscape**

Achievements

- Received the **'Rising Star'** award among 45 employees for outstanding performance and exceptional commitment to teamwork
- Received client appreciation after executing the largest project completed by the organization till date, for which the client (US-based publisher) gave a rating of **'Exceeded Expectations'**
- Developed and presented business proposal to the client winning business worth \$75,000

2. Associate Analyst - Deloitte Consulting

(June '09 - Apr '10)

Deloitte is one of the world's largest management consulting and part of the Big Four professional services firms

Responsibilities

- Analyzed business requirements of clients and implemented business solutions on SAP Platform for organizational restructuring
- Led a team of 3 associate analysts for analyzing and handling critical SAP change requests

Projects

- Improving accounts receivables for the largest foodservice distributor in North America
- Optimization of supply chain for one of the largest retailers in the United States

Achievements

- Achieved **20% reduction** in change request turnaround time for the senior management after performing its detailed feasibility analysis

INTERNSHIPS

1. MBA Autumn Internship, 2011

(Sep '11 - Nov '11)

Hongkong Shanghai Banking Corporation (HSBC), Bangalore - Strategic Transactions Group (Investment Banking)

- Analyzed the industry landscape of the UK Real Estate Sector and identified opportunities for investments
- Conceptualized and prepared a pitch book for a live deal (UK Real Estate) and maintained the trading and transaction comparables
- Evaluated historical trends and conducted valuation for a company in the Indian Consumer and Retail Sector for PE investment
- Experience of using Bloomberg, Factiva and Merger Markets

2. **MBA Summer Internship (Development of Corporate Citizenship (DOCC)), 2011** *(Mar '11 - Apr '11)*
NGO - Rural Litigation and Entitlement Kendra (RLEK), Dehradun
- Implemented Data Management Techniques to improve operational effectiveness and accountability of the NGO administration
 - Designed a training plan to boost Women Leadership at grass root level after surveying 100 women representatives across 4 villages
 - Developed Marketing Communication designs to be used by RLEK for fund raising events and presentations
3. **Graduate Final Semester Internship, 2009** *(Jan '09 - June '09)*
Deloitte Consulting, Hyderabad
- Designed solutions in SAP after analyzing the business requirements of clients

CERTIFICATIONS

- **CFA Level 1 - Chartered Financial Analyst (CFA) Institute, USA** *(July '11)*

PUBLICATIONS

- **Title:** RLEK - Survival With The Real Bottom Line *(June '12)*
Publication/Publisher: Co-branded by **ISB-IVEY** (Indian School of Business (India) and Richard Ivey School of Business (Canada))
Publication URL: <https://www.iveycases.com/ProductView.aspx?id=53937>
 - National Finalist, ISB-Ivey Case Competition 2011 - Co-authored a case featuring amongst the Top 10 cases among 220 entries from 76 top B-schools

EDUCATION

1. **MBA (Finance) - S. P. Jain Institute of Management & Research (SPJIMR), Mumbai** (CGPA: 2.95/4) *(June '10 - Apr '12)*
- **Academic Projects**
 - **Corporate Valuation** - Sector Analysis & Valuation of Mahindra & Mahindra using DCF and Relative Valuation methods *(June '11)*
 - **Equity Research** - Analyzed the Indian Telecom Sector across the value chain; generated a strategy report for Bharti Airtel *(Jan '12)*
 - **Banking Sector** - Analyzed sector trends and assessed the application of the CAMEL framework for State Bank of India *(July '11)*
 - **Positions of Responsibility**
 - Member, Admissions Committee, SPJIMR *(Aug '10 - June '11)*
 - Single point of contact on online forums/social media during admission process for 14,038 applicants of PGDM 2011-13 Batch
 - Conceptualized and executed the "Immersion" process involving top 650 applicants for PGDM 2011-2013 Batch
 - Event Head for 'Chronozone' (Strategy event) & 'Trading Gurus' (Finance event) at OJAS '10, the annual B-school fest at SPJIMR
 - Planned and coordinated the events with over 550 participants from 15 Business Schools
 - Event Head for Athletics at SPRINT '10, Sports fest at SPJIMR involving over 200 participants from top 12 Business Schools
2. **BE (Computer Science and Engineering) - Manipal Institute of Technology, Karnataka** (CGPA: 9.32/10) *(Aug '05 - June '09)*
- Among the top 10% of the batch (based on CGPA) in Computer Science and Engineering Department, class of 2009
3. **Class XII, ISC - Riverdale High School, Dehradun** (93.4%) *(2004)*
Class X, ICSE - Riverdale High School, Dehradun (90.5%) *(2002)*
- Received award and recognition for securing 3rd rank in Class XII (ISC) and Class X (ICSE) in Riverdale High School, Dehradun
 - Awarded for excellence in Mathematics and Scholastics for outstanding performance from Class IX to Class XII

EXTRA CURRICULAR ACTIVITIES

- Secured 2nd position in Conglomerate '11 - Mergers and Acquisitions event at DMS, IIT-Delhi
- Authored an equity research report on Marico as part of the team representing SPJIMR for the CFA Institute Research Challenge 2012 conducted by the CFA Institute, USA. CFA Institute Research Challenge is a global competition which tests the analytic, valuation, report writing, and presentation skills of university
- Represented SPJIMR in 400m sprint during the annual Sports fest at SPJIMR
- Mentored an underprivileged 8th standard child under Abhyudaya - SPJIMR for his overall personality development
- Awarded for presenting a Business Proposal at 'Engineer 2008', tech fest of NIT, Surathkal among 120 engineering participants
- Runners up in a national level Programming Competition at 'Tech Tatva - 07', tech fest of Manipal Institute of Technology
- Secured 2nd position at the state level competition in "Programming in C++" in 2003