

MANISH AGARWAL

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EDUCATION

Degree/ Certification	Institute/School	%/CGPA	Achievement	Year
PGDM	Indian Institute of Management, Lucknow	8.52/10	Rank 7/415	2013
CFA Level II	CFA Institute, USA	Cleared	(1 st Attempt)	2011
B.E. (Electronics & Communication)	Birla Institute of Technology, Ranchi	84.7%	In top 10%	2009
Class XII (CBSE)	Delhi Public School, Bokaro Steel City	85.8%		2005
Class X (ICSE)	Denobili School, Dhanbad	94.2%	Rank 1/150	2003

ACADEMIC ACHIEVEMENTS

- Awarded **certificate of merit** for academic excellence in **all the trimesters** at IIM Lucknow 2011-12
- In **Top 5** among 415 students at IIM Lucknow to be shortlisted for the prestigious **O.P. Jindal Scholarship** 2012
- 100 percentile** in Quantitative Aptitude section with an overall percentile of 99.87 in CAT 2010 2011
- Ranked among **top 1% (AIR 544)** out of 65000+ candidates in National IT Aptitude test organized by NIIT 2007

SKILLSET

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| Finance | ▪ Equity research- Strong in modeling, valuation & data analysis . Good understanding of Indian markets |
| Technology | ▪ Java, PHP, PLSQL, VBA, data structures, product mockup designing |

WORK EXPERIENCE/INTERNSHIPS

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| Sanford C. Bernstein, Singapore | Senior Research Associate | <i>Mar'16 to Current</i> |
| ▪ Part of a two member team covering 12 stocks across Consumer Durable, Logistics, Infrastructure and Capital Goods industries | | |
| ▪ Extensive work in consumer durables, port, railways, defence, renewable, water sectors in India | | |

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| Barclays Capital, Mumbai | Equity Research Associate | <i>June'13 – Feb'16</i> |
| ▪ Part of a 2 member II ranked team covering Capital Goods, Power, Infra, Airlines & Consumer Durables. Lead analyst for road sector. | | |
| ▪ Extensive modeling & valuation skillset for major infra assets (roads, ports, metro rails, power utilities, renewable), airlines, retail (Spencer) | | |
| ▪ Key thematic works: viability of metro+ rail model, solar bids, opportunities in water sector, coal & gas auctions, state discom financials, Middle East Infra opportunities, investment cycle in India, competitive bids in power generation and transmission etc. | | |
| ▪ Regular corporate/client interaction and site visits helping in building industry relationships. Received appreciation from top FIIs | | |

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| Goldman Sachs, Bangalore | Summer Analyst | <i>Apr'12–June'12</i> |
| ▪ Analyzed leading 9 companies in the US Healthcare IT industry as part of 3 member team based out of New York & Bangalore | | |
| ▪ Assessed cross selling potential, attrition impact, capital allocation policy and EPS accretion from share buyback for the companies | | |

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| Oracle, Bangalore | Applications Engineer | Sept '09-June '11 |
| ▪ Software developer for an aircraft and ship maintenance ERP application (CMRO), in Oracle's SCM Module | | |
| ▪ Implemented key features of warranty and claim for the application used by leading airlines as well heavy machinery industries | | |
| ▪ Key role in integration of the application with other modules of the ERP - Inventory management, Quality & Order Management | | |
| ▪ Liaised with Mexicana Airlines to ensure aviation compliance with Federal Aviation Administration, US | | |
| ▪ Awarded fast track promotion ahead of others to Applications Engineer in just 13 months | | |

COMPETITIONS

Event	Organization	Level	Achievement	Year
Cognizant Boardroom	Cognizant Business Consulting	National	Campus Finalist, Among top 10 teams	2012
Srijan (B- Plan)	E-Cell, IIM Lucknow	National	Winner, developed 128 mn B-plan	2012
Bloomberg Assessment Test	Bloomberg Institute, USA	International	99.55 %ile	2012
CFA Research Challenge	CFA Institute, USA	Zonal	Delivered Stock Pitch on Cairn India	2012
Confluence	IIM Ahmedabad	National	In top 8/1200 in Credit Crunch	2012
FLIP National Challenge	FLIP Institute	National	AIR 1	2012

POSITIONS OF RESPONSIBILITY

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| Member, Mess Committee, IIM Lucknow | ▪ Solely responsible for handling mess finances having an annual turnover of Rs30mn
▪ Responsible for accounting, auditing, payment & billing processes for 850+ students & 50 workers
▪ Streamlined mess operations by automation of inventory management and night mess billing | 2011-13 |
| Member , Events Team, Manifest, IIML | ▪ Conceptualized Trading Floor an flagship event on derivatives for Mahindra Call For Arms
▪ Implemented open outcry system of trading enabling 30+ participants to take both long & short positions | 2012 |
| Oracle Volunteers | ▪ Actively involved in blood donation, sponsoring a child and other social initiatives | 2010 |
| Coordinator , Bitotsav, BIT Ranchi | ▪ Coordinated and oversaw all the technical events conducted by the 8 clubs in the campus
▪ Organized aptitude tests and online programming contests which had a participation of 360 participants | 2009 |
| ACM Club , BIT Ranchi | ▪ Prepared & conducted sessions for juniors in Association of Computing Machinery Club | 2008-09 |

OTHER INTERESTS

Algorithms	National (Winner East Zone)	▪ 'Wipro Code Zap', annual coding contest conducted by Wipro	2008
	International (Finalist Asia Region)	▪ ACM ICPC, a global programming & algorithm contest	2007
Puzzles	▪ 1st position in multiple aptitude tests, Sudoku, puzzles etc. in various college fests		2005-09
Robotics	▪ Designed an autonomous sumo wrestling robot in Advanced Robotics workshop, TRI, Mumbai		2007
	▪ Won 'The Best Design' award in robotics competition amongst 40 teams at BIT Ranchi		2006