

EDUCATION

Indian School of Business (ISB), (CGPA: 3.41/4.00)

April, 2013- March, 2014

Post Graduate Program in Management (Major in Finance and Strategy)

- Amongst **17 out of 770 (top 2%)** students selected for **Merit-based scholarship** of INR 10lakhs by the ISB Admissions Office
- **Elected President, Finance Club, ISB:** Led a team of 6 core members to conduct club level activities (60 members)
 - **Conceptualized & spearheaded the launch of ISB's 1st Capital Markets Conclave in Mumbai** attracting 25+ eminent speakers
 - Successfully **led the student team** across **both campuses** managing logistics (~150 students' travel & accommodation), speaker reach-out (~50 industry leaders), alumni relations (~120 alumni) and media coverage (~50 media houses) among other activities
 - **Torch Bearer Award, ISB Class of 2014** for dedicated service to the ISB community

Birla Institute of Technology and Science (BITS), Pilani, (CGPA: 8.34/10)

July, 2005 – May, 2009

Bachelor of Engineering (Hons.), Electronics and Instrumentation

- **Awarded** performance based **scholarship** for all 8 semesters

CFA Institute, USA, Level II candidate

WORK EXPERIENCE

Close to 7 years of Private Equity, Investment banking experience, working with multi-cultural teams and clients, closing transactions across multiple geographies and sectors

Godrej Properties Limited

July, 2015- till date

Senior Manager, Godrej Fund Management, Mumbai, India/ Singapore

Working as an **Investment Professional** with the **Godrej Real Estate Fund** (AUM: ~USD 500 Mn)

- **Investment evaluation** with thorough market research, financial analysis and due diligence of 20+ prospective deals
- **Asset management** of invested assets, monitoring and analyzing progress of projects against original underwriting
- Instrumental in **incorporation and operationalization** of a new real estate fund (USD 275 Mn), operational from Singapore
- Currently manage **Singapore operations**, overlooking investments, investor relations, fund administration and regulatory compliance

The HongKong and Shanghai Banking Corporation (HSBC)

May, 2014 – July, 2015

Associate Vice President – Global Payments and Cash Management, Mumbai, India

Worked in Corporate Sales role to enhance wallet share and bring new accounts for Payments and Cash Management products

Aventus Capital

April, 2011 - March, 2013

Investment Banking Analyst – Lifesciences, Agri & Consumer, Mumbai, India

Worked on **Mergers & Acquisitions** and **Private Equity Funding** transactions for **Indian clients**

- **Thought leadership:** Brought in **2 new clients** based on a primer - Asset-light healthcare delivery models
- **Business development:** **Acquired 4 new clients** by presenting business proposals to ~**30 prospective clients**
- **Strategic planning & Market analysis:** Built **financial models and sales & marketing materials** (pitch-books, investor presentation, confidential information memo (CIM), etc.) based on comprehensive understanding of the client's business models
- **Knowledge transfer:** **Selected by the management** to conduct training programs on financial modeling and document formulation

Key project experience:

- ❖ Private equity fund raising for Eris Lifesciences, a branded generic pharmaceutical company
 - **Advised and raised** growth capital for **expansion** into new molecules and **launch of new products and molecules**
 - **Largest ever private equity deal (~\$50mn)** in the Indian branded pharmaceutical formulations space
- ❖ Stake sale of You Look Great, a South India based chain on salons (~\$20mn)
 - **End-to-end involvement** with the client; evaluated and pitched plans for organic growth and expansion into new cities
 - **Attracted 20 investor bids** by preparing a CIM to educate potential investors and gauge deal interests

JP Morgan

December, 2009 - March, 2011

Investment Banking Analyst - Telecom, Media and Technology (TMT), London, UK/Mumbai, India

Worked on **M&A, IPO, fund raising** and other investment banking transactions for **European clients**

- **Achievement:** **Awarded the Best Junior Analyst** within a pool of 12 Junior Analysts in the department
- **Knowledge transfer:** **Mentored** 3 new team members and trained them on sector specific deliverables

Key project experience:

- ❖ Telecom: **\$1.5bn** Initial Public Offering for TDC, the Danish telecom incumbent
 - **Liased** with different **lines of business**, client/investor teams to prepare pitches & prospectus; worked from the **London office**
- ❖ Media: **\$350mn** Initial Public Offering for Stroer Out-of-Home Media, the German OOH media company
 - **Benchmarked 10 years historical performance** - company vs. competition and prepared IPO Request-for-proposal

UBS

June, 2009 - December, 2009

Investment Banking Analyst - Media & Telecom, Hyderabad; prepared pitch books as part of the global client coverage team

LEADERSHIP & EXTRA-CURRICULAR ACTIVITIES

- **Co-owner** of one of the 3 franchisees in the **ISB Sports League** (INR12 lakh, IPL based sports league - 100+ players across 9 sports)
 - Managed scheduling of games and practice of 40+ highly qualified team players acquired through a player auction
- Leadership at BITS: **Treasurer and Senior Core Member** (2007 –2008), Instrumentation Forum: **Raised sponsorship** of **INR 1lakh** for the Instrumentation team for Apogee (BITS Annual Technical Festival)
- Mountain Trekking enthusiast: **Hiked 10+ hills** in Garhwali Himalayan and Sahyadri (Western ghats) regions