PRATEEK SinhA

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Professional Experience

**Deputy Vice President, Edelweiss GAM** Feb 2017- Present

* + - Fundraising for Structured Credit/ Real estate Credit/ Distress Debt strategies of Edelweiss
    - Building and maintaining relationships with diverse set of investors - Endowments, pensions, Family offices, asset managers and private banks
    - Ideating and structuring new investment ideas around alternative assets
    - On boarding of Edelweiss private credit and real estate credit funds on private banking platform

**Assistant Vice President, UTI International** September 2014 to Feb 2017

* + - Responsible for developing and maintaining relationships with institutional clients and private banks
    - Structuring bespoke solutions for accessing Indian fixed income, internally leveraged and hedged for FX
    - Mobilized over **$130 million** in the Indian fixed income fund within 6 months of joining the firm
    - Got the fixed income fund on boarded at major private banks
    - **Exceeded the revenue target** ($1.5m) by over 50% two years in a row
    - Won a mandate from Korean institutions for Indian equities and fixed income

**Vice President, Deep Management and Eco Consultants** April 2009–January 2010 & June 2010 -July 2013

* + - Acquired, managed and retained high net worth and institutional relationships
    - Supported growth of assets under management of the firm from **$48 million to $ 87 million in 3 years**
    - Instrumental in setting up real estate advisory business for clients with a $80 million mixed use residential and 5 star hotel complex

**Relationship Manager**, **Religare Macquarie Private Wealth** January 2010–June 2010

* + - Conducted financial need analysis and identified the client’s risk profile
    - Designed investment portfolio based on house view of the company and conducted periodic reviews

**Analyst**, **Deep Management and Eco Consultants Pvt. Ltd** June 2006–June 2007

* + - Generated trading calls for swing and positional trades based on technical analysis
    - Used technical analysis for active management of client portfolios which **outperformed** the benchmark by **470bps**

scholastics

**Singapore Management University** July 2013-Jun 2014

Masters in Wealth Management

(GMAT720 )

**IMT Ghaziabad, Ghaziabad, India** June2007–March 2009

MBA-International Business

( CAT 98.6 percentile )

**BMSIT, Bangalore, India** September2002–May 2006

Bachelor of Engineering-Computer Science

Professional qualifications/activities

* + - **CFA Level 1 cleared**
    - Nominated for the Capital Land " Best student of the year" for 2014
    - Winner of various awards at the national level for top performance in mutual fund industry

***Proficient in MS Office, MS Excel, Capital IQ and Bloomberg***