

# Farhan Bagwan

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## PROFESSIONAL SUMMARY

Results-driven professional with experience in business management, financial analysis, and project delivery within financial services and tech. Proven ability to partner with front office stakeholders and cross-functional teams (Technology, Operations, Compliance, Legal) to drive operational efficiencies, implement risk frameworks, and support business strategy. Combines strong financial performance analysis and regulatory compliance expertise with a passion for process optimisation and automation.

## WORK EXPERIENCE

**Inforens (B2C SaaS EdTech) | May 2025 - Nov 2025 | London, UK**

### Growth Manager

- Partnered with Sales and Technology teams to manage day-to-day BAU operations and troubleshoot client onboarding issues, implemented swift solutions that resolved 90% of critical path blockers within 24 hours to ensure smooth business functioning.
- Coordinated cross-functional initiatives across Tech, Sales, and Legal to manage the end-to-end launch of a key product, delivered the project on schedule and established a scalable delivery model.
- Analyzed business performance data, identified a critical signup bottleneck; optimized the process through A/B testing, which reduced customer drop-off by 20% and directly improved conversion rates.
- Designed and implemented a data audit framework in Excel to evaluate content gaps, which drove a 50% increase in content-driven conversions and supported data-driven decision-making for senior stakeholders.

**Crowd-Ex Media (B2B Marketing Agency) | June 2023 - July 2024 | Pune, India**

### Founder & Strategy Lead

- Built and managed key stakeholder relationships with a portfolio of 20+ clients, acted as the primary strategic contact to align digital solutions with business objectives and drive growth.
- Evaluated complex business challenges for a fintech startup client, rapidly analyzed their market model to design and implement an effective digital strategy solution.
- Implemented a robust control framework for all client deliverables, ensuring 100% adherence to internal policies and regulatory guidelines, thereby mitigating operational and reputational risk.

**ICICI Bank Ltd. (Banking Products & Services) | Sep 2022 - May 2023 | Pune, India**

### Business Analyst

- Monitored, analyzed, and presented on financial and operational performance for senior leadership, created interactive Excel dashboards that reduced departmental forecasting error by 15% and provided clear visibility into key metrics.
- Partnered with regional front office stakeholders to support the implementation of key business initiatives and digital transformations for product and sales functions, to drove strategic change.
- Drove operational efficiencies by evaluating and implementing automation tools in collaboration with Technology teams, designed solutions that reduced manual process time by an average of 25%.
- Conducted analysis on market trends and regulatory changes (e.g., Open Banking), synthesized competitive insights into strategic reports to guide senior leadership on digital innovation.
- Operated within a strict governance framework, conducted control checks on financial reporting to ensure accuracy and compliance for management review.

## EDUCATION AND QUALIFICATIONS

### Warwick Business School

**MSc Management (Consulting Specialisation) | Final Grade: Distinction**

**United Kingdom**

**Sep 2024 - Sep 2025**

- Relevant Modules: Digital Strategy & Agile Transformation, Data Driven Decision Making, Corporate Finance.

### Brihan Maharashtra College of Commerce

**B. Com (Costs & Works Accounting) | Graduated with First-Class Honours**

**India**

**2020 - 2023**

## EXTRA- CURRICULARS

- Winner, 'Best Case Presentation' 2025 MIM Conference:** Presented a performance management analysis of 5 automotive brands.
- Global Markets Sales and Trading Analyst Simulation (Bank of America):** Completed a practical simulation analyzing equity market trends and macroeconomic data to formulate client recommendations. Executed trades in a live, fast-paced market simulation, applying real-time risk management principles and troubleshooting workflow inefficiencies under time pressure.
- Strategic Consulting Project:** Devised a GenAI transformation strategy for a UK consultancy, designing a new automated delivery model to enhance operational efficiency, gaining full stakeholder approval for implementation.

## SKILLS

- Technical Skills:** Advanced Excel (*Financial Modeling, Pivot Tables, VBA*), SQL, Power BI, Financial Data Analysis, Microsoft Office suite (*PowerPoint*)
- Core Competencies:** Business Management, Front Office Support, Stakeholder Management, Project Implementation, Risk & Controls Awareness, Financial Performance Analysis, Process Optimisation, Regulatory Compliance
- Languages:** English (Native), Spanish (Business fluency), Arabic (Beginner), Hindi (Fluent)