

Apurva Gharal

Pune, Maharashtra | P: +91 7720972684|

apurvagharal@gmail.com|linkedin.com/in/apurva-gharal-768591199

EDUCATION

MIT- WORLD PEACE UNIVERSITY

Pune, Maharashtra

Degree -Master of Business Administration

08/2021– 05/2023

Major in Finance

GPA: 8.7/10

Relevant Coursework: Data Analysis, Forecasting; Budgeting; Financial Modelling; Financial Statement Analysis.

SIR PARASHURAMBHAU COLLEGE

Pune, Maharashtra

Degree -Bachelor of Commerce

06/2018 - 07/ 2021

Percentage – 68.8/100

NUTAN MARATHI VIDYALAYA COLLEGE (HSC)

Pune, Maharashtra

Major in Commerce

06/2017 – 05/2018

Percentage – 71.02/100

VIDYA NIKETAN SCHOOL (SSC)

Pune, Maharashtra

06/2016 - 05/2017

Percentage – 76.8/100

WORK EXPERIENCE

INDIA INFOLINE FINANCE LIMITED

Pune, Maharashtra

Finance Intern

05/2022– 08/ 2022

- Pioneered the creation of a robust portfolio diversification solution, aligning IIFL products with client risk objectives; implemented an optimized reporting process to generate weekly insights on optimal securities, driving down portfolio risk by 20% and boosting client retention by 10%.
- Prospected and secured 70 qualified leads through strategic cold-calling campaigns, driving a 45% increase in sales revenue, and raising awareness for the company's innovative new product.
- Orchestrated a series of client meetings, leveraging insights from my mentor, resulting in a 20% increase in Mutual Funds investment sales and establishing long-term trust with clients in financial planning.

UNIVERSITY PROJECTS

EVALUATION OF PORTFOLIO MANAGEMENT AND INVESTMENT STRATEGIES

05/2022 - 08/2022

- Implemented a comprehensive risk and return analysis framework, utilizing industry-standard measures such as Sharpe ratio and Treynor's measure, to provide users with valuable insights on potential returns and associated risks; increased user engagement by 40% and improved decision-making processes.
- Innovated and spearheaded the development of a cutting-edge portfolio management platform, driving tailored investment portfolios aligned with clients' goals and risk tolerance; achieved an exceptional 30% increase in portfolio performance and an impressive 25% growth in client retention.

PRIVATE EQUITY

04/2023

- Collected top research papers and designed by performing bibliometric analysis with the help of VOS- Viewer Software. The information was collected with the help of keywords, author keywords, title of a research paper, year, and citations.
- Analyzed and optimized five key citation metrics (Citation-Author, Citation-Institution, Citation-Document, Citation-Source, Citation-Country) to enhance data analysis accuracy and generate actionable insights for paper analysis. Utilized citation weightage to evaluate the paper impact and inform research strategies.

ADDITIONAL

Technical Skills:

- | | | |
|-----------------------------|---------------------|----------------------|
| • Advanced Excel | Financial Modelling | Client Communication |
| • Microsoft PowerPoint | Microsoft Word | |
| • Tableau | Data Analysis | |
| • M&A Process Understanding | Company Analysis | |

Languages: Proficiency in Hindi, Marathi (Native) and English.

Certifications & Training:

- Online Course in Investment Banking (Udemy) 2023
- Financial Analyst Training & Investing course (Udemy) 2023
- JPMorgan Chase Investment Banking Job Simulation on Forage - January 2024 -
- Identified an ideal M&A target for a client based on an assessment of their strategic and financial criteria.
- Constructed a DCF model to calculate the valuation of the M&A target and adjusted the model to account for a competitor bid and supply chain interruption.
- Created a 2-pager for the client containing a company profile and summary of the auction process.

DECLARATION

I hereby declare that the information furnished above is correct to the best of my knowledge.

Place: Pune

Date:



Yours Sincerely (Apurva Uday Gharal)