

## Apurva Gharal

Pune, Maharashtra | P: +91 7720972684|

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768591199

### **EDUCATION**

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#### **MIT- WORLD PEACE UNIVERSITY**

Pune, Maharashtra

08/2021– 05/2023

Degree -Master of Business Administration

Major in Finance

GPA: 8.7/10

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

#### **SIR PARASHURAMBHAU COLLEGE**

Pune, Maharashtra

06/2018 - 07/ 2021

Degree -Bachelor of Commerce

Percentage – 68.8/100

#### **NUTAN MARATHI VIDYALAYA COLLEGE (HSC)**

Pune, Maharashtra

06/2017 – 05/2018

Major in Commerce

Percentage – 71.02/100

#### **VIDYA NIKETAN SCHOOL (SSC)**

Pune, Maharashtra

06/2016 - 05/2017

Percentage – 76.8/100

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### **WORK EXPERIENCE**

#### **INDIA INFOLINE FINANCE LIMITED**

Pune, Maharashtra

05/2022– 08/ 2022

Finance Intern

- 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.

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### **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**

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### **Technical Skills:**

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|-----------------------------|---------------------|----------------------|
| • 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 & Investingcourse (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**

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

**Place:** Pune

**Date:**

  
Apurva Uday Gharal

**Yours Sincerely (Apurva Uday Gharal)**