**Professional Summary**

* B.Tech. + **MBA + CFA L3+ CAIIB** with **excellent and consistent academic record** and more than **5 yrs. of experience** spread across IT, **Investment Banking and Private Equity**
* Currently working with **Real Estate Private Equity Fund** – Cerestra Advisors Ltd - an affiliate of RGAM (Religare Global Asset Management) - AUM of over 20 bn USD on a collaborative multi manager “alternatives” platform
* Previously worked with Jones Lang Lasalle, Mumbai, as **Assistant Manager** in Capital markets team
* Awarded **Transaction Superstar Award at JLL** for closing deals and contributing towards revenue of Capital Markets team
* **MBA Gold Medallist** (2011-13): Vice chancellors Gold medal for academic excellence at NMIMS, Mumbai
* Recipient of prestigious **Dean’s List Award** for AY 2012 and AY 2013
* **Asia Pacific Champion – CFA Global Research Challenge, 2012-13**, popularly known as **‘Global Investment Olympics’** and is hosted by **CFA Institute, USA**
* Earned unique distinction of being **‘First Indian Team’** to become Asia Pacific Champion in CFA Research challenge
* **Founding member and partner** of **‘**Conzole’ - **a social venture** targeting education and training initiative
* Recognized as a trusted leader with good communication and networking skills

**Work Experience < 5 years**

**Analyst, Real estate Private Equity Fund, Cerestra Advisors Ltd (May 2015 – till date)**

* Cerestra Real Estate Fund is sponsored by Religare Global Asset Management (“RGAM”), part of the Religare Group, India’s leading financial services conglomerate.
* One of the founding members of the organization - Investments in infrastructure and real estate sector including roads, social infrastructure, commercial and residential real estate
* Experience and exposure in deal evaluation, pitch books, valuations and cash flow models, term sheet negotiations, due diligence and closure.

**Assistant Manager, Real estate Investment Banking, Jones Lang LaSalle (June 2013 – May 2015)**

* Fund raising for developers which includes private equity /debt syndication, Corporate property divestment's, land transactions including structuring of joint ventures and joint developments
* Involved in end to end real estate **sell side investment banking** activities
* **Funding Advisory – Debt syndication and Private equity**
  + Creating financial models for private equity deals and debt syndication deals
  + Preparing Information Memorandum for Debt and private equity deals
* **Research**
  + Preparation of research documents, summaries, and quantitative analyses
* **Feasibility analysis and Valuation**
  + Provide development consultancy and valuation services, which includes feasibility analysis, optimal development mix, valuation for commercial, residential, retail and hospitality assets
* **Deals Closed**
  + Worked on more than 75 transactions which includes NBFC funding, Private equity transaction, land sale, Corporate land divestment, Joint Development and Construction finance funding
  + Raised approx. INR 900 Cr of Debt from NBFCs for various real estate developers in Mumbai

**Assistant Manager, Federal Bank Ltd 13 Months (Apr 2010 - May 2011)**

* Credit analysis, Cash management and clearing management
* Assist in assessment of Working capital proposals and conduct timely site visits to prevent slippages
* Additional charge as customer relationship officer and Nodal Officer for mutual funds

**Senior Software Engineer, Robert Bosch (RBEI) 6 Months (Oct 2009 - Feb 2010)**

* Team lead, Project Management, Configuration management and quality control
* Led a team of 5 members for redesign of K-line communication protocol stack for Toyota

**Design and Development Engineer, Tata Elxsi Ltd 26 Months (Aug 2007 - Oct 2009)**

* Managed a 3 member team for DRL (Day time Running Lights) project for AUDI Germany
* Project Management, Configuration management and quality control
* Led a team of 5 members for redesign of K-line communication protocol stack for Toyota
* Coordinated the AUTOSAR (Automotive Open System ARchitecture) consortium activities at Tata Elxsi Ltd

**Education**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| MBA Finance (Capital Markets) | NMIMS, Mumbai | NMIMS | 2013 | **3.61** / 4.00 |
| B.Tech. (EEE) | Mar Athanasius College | Mahatma Gandhi University | 2007 | **82.2%** |
| XII | Kendriya Vidyalaya | CBSE | 2003 | **87.8 %** |
| X | Kendriya Vidyalaya | CBSE | 2001 | **82.8 %** |

**Achievements - Academic**

* **MBA Gold Medallist** (2011-13): Vice chancellors Gold medal for academic excellence at NMIMS, Mumbai
* **Asia Pacific Champion -** CFA Institute Global Research Challenge - 2012-13
* Adjudged **2nd best Summer Internship Project** at SBM, NMIMS, 2012
* **Batch toppers list**, Mar Athanasius College of Engineering for AY 2005-06 as well as 2006-07
* **Topper at School** - Awarded Merit certificate for academic excellence for being top scorer in school in XII Std.
* **Rated “Outstanding”** by Tata Elxsi Ltd for the innovation and dedication at work

**Certifications**

* Chartered Financial Analyst **(CFA USA) Level 3 qualified**
* Acquired **CAIIB and JAIIB** certifications from IIBF (Indian Institute of Banking Finance)
* **Badge of Excellence** in ‘**Trade finance**’ and ‘**Treasury and Capital Markets’** certification from FLIP
* FLIP Certified Professional: **Credit Analytics** and **Corporate Banking**
* **Equity Research** certification from FLIP and NCFM

**Internships MJ Patel Stocks and Shares Pvt. Ltd, Mumbai**

* Authored **equity research report** on Suprajit Engineering and HDFC Bank
* Analysis of accounts and valuation of private company to get listed on SME exchange
* Conceptualized and developed financial models for different companies like Titan, HDFC bank etc.
* Strategy formulation for Federation of Micro, small and medium Enterprises ( FMSME)

**Key Projects**

* **Equity Research Report** - Prepared and presented ER report on HDFC bank as a part of CFA Research Challenge
* **Financial Modelling:** Conceptualized ‘Financial Models’ in Excel and developed Interactive FinancialModels using VB Script
* **Implemented "Markowitz portfolio theory"** and analysed the balance sheet of banks and came up with the optimum risk to return profile.
* **Bond trading Strategies** – Analysed and presented a report on various trading strategies on fixed income securities
* **Research on BASEL III**: Presented the management project on "Implementation and Impact of BASEL III norms” with special focus on Indian banking sector.

**Achievements - Non Academic**

* **Published an article on ‘Neural Networks- future of Trading’ in ‘Investocraft Magazine’,** the official publication of BSE Capital Markets Studies Centre at NMIMS, Mumbai
* **Published an article on ‘Green Banking’ ‘MbaSkool’**, an online portal for B School students
* **Winner** Federal Idol cultural competition, 2011
* **2nd prize** in paper presentation at ‘Tech wizards 2k6’ - **National Level Tech Fest**

**Extra-Curricular Activities**

* **Vice President Investocraft** - The finance cell of MBA Capital Markets (2012-13)
* **Co-founder of Conzole** - A social venture targeting training and education sector (www.mbatious.com)
* **Website Head Investocraft** - Conceptualized and developed the website for Investocraft (2011-12)
* **Treasurer and coordinator** for "Tech Wizards 2k5"- a national level tech fest conducted at college (2005)

**DATE: 12th August** **2015 (HARRIS K A)**