

YASH SHARMA

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OBJECTIVE

Finance graduate with dual Canadian certifications in Financial Planning and FinTech. Currently pursuing CFA Level 1 and the Canadian Securities Course (CSC). Recognized for a strong work ethic, a client-focused mindset, and a sharp analytical approach. Eager to launch a career in retail banking, financial operations, or advisory services.

WORK-EXPERIENCE

Team Member

Tim Hortons, Guelph, ON

September 2023 – Present

- Spearheaded weekly team-building activities, significantly improving communication and cohesion within the team, which led to a boost in overall efficiency.
- Resolved 10-15 customer queries per shift with empathy and customer-centric solutions, ensuring repeat business and achieving positive feedback from over 80% of customers.
- Mentored new hires, reducing training time while enhancing their ability to contribute effectively to the team's success.

Cashier

Walmart, Guelph, ON

March 2023 – September 2023

- Collaborated with a diverse team to optimize the sale floor layout and drive increased sales through strategic product placement and upselling techniques.
- Streamlined the cash register process by reducing errors through accurate product scanning and payment handling, ensuring a smooth transaction experience for customers.
- Promoted financial products such as store credit cards and warranties through strategic upselling, resulting in 20 credit card sign-ups over 6 months — demonstrating strong sales ability aligned with retail banking product knowledge.

Finance Intern

Motherson Sumi Systems Limited (MSSL)

May 2021 – July 2021

- Collaborated with senior analysts to prepare comprehensive reports on working capital and financial projections, contributing to strategic planning sessions.
- Prepared working capital analysis using Excel pivot tables and financial formulas, contributing to cost-saving recommendations.

ACADEMIC PROJECTS

Working Capital & Financial Analysis- Motherson Sumi System Ltd.

- Conducted manual calculation of working capital ratios and cash conversion cycle.
- Analyzed multi-year trends and performed scenarios analysis on inventory and receivables.
- Interpreted financial impact based on changes in current asset/liability structure.

Aio Pay- Fintech Business Model Simulation

- Designed a business model for seamless international payments using government issued digital currency.
- Leveraged blockchain tech for secure cross-border transactions with real-time FX conversion in 99+ countries.
- Key features- QR/NFC payments, no need for overseas bank account with cashback incentives.
- Revenue streams: discount coupons, data analytics and lending solutions.

Client Profiling & Risk Appetite Assessment

- Created and distributed a structured investor questionnaire to evaluate financial behavior.
- Analyzed responses to classify investors as aggressive, balanced, or conservative.
- Identified trends indicating a major were balanced investors with limited technical skills.

EDUCATION

Graduate Certificate in Financial Planning

September 2023 – April 2024

Conestoga College, Ontario, Canada

Relevant Coursework: Investment Planning, Risk Management, Financial Modeling, Taxation

Graduate Certificate in Financial Technology

January 2023 - August 2023

Conestoga College, Ontario, Canada

Relevant Coursework: Financial Data Analysis, Blockchain, Digital Payments

Bachelors of Business Administration (BBA),

August 2019 - May 2022

Amity University, Uttar Pradesh, India

Relevant Coursework: Corporate Finance, Portfolio Management, Financial Reporting

SKILLS

Technical Skills: Microsoft Excel (PivotTables, VLOOKUP), PowerPoint, Financial Modeling, NaviPlan (basic exposure), Python.

Soft Skills: Communication, Team leadership, Adaptability, Problem-solving, Team Management, Attention to Detail.

CERTIFICATIONS

Financial Market (Coursera) | Financial Analyst Course (Udemy) | Financial Modelling & Valuation Analyst (CFI) | Chartered Financial Analyst- Level 1 (CFA) (In Progress) | Canadian Securities Course (CSC) (In Progress)

ACHIEVEMENTS AND POSITION OF RESPONSIBILITY

Core Member, Picturesque – Photography Club, Amity School of Business

Contributed to event planning, coverage, and content curation for photography initiatives.

Former Captain, State Roller Hockey Team

Led team in multiple state-level championships; demonstrated leadership, discipline, and teamwork.

Winner, E-Shutterbug Photography Competition

Secured 1st position in inter-college event; awarded Certificate of Appreciation.

National & International Skating Champion

Represented at national and international levels; won multiple medals in skating events.

Volunteer – Mental Health Awareness

Contributed to NGOs across Delhi to promote awareness of mental health on local and global levels.