



SUMMARY

A results-driven & detail oriented Mergers & Acquisitions professional with a keen passion for driving successful deal closures, excelling in deal structuring, strategic planning, financial modeling and valuation.

Strong leader with research prowess, excellent analytical skills and a keen eye for business and investment opportunities, striving for positive social and environmental impact.

EDUCATION

Institute of Management, Nirma University

Masters, Business Administration (2015 – 2017)

- Highest score in Finance
- Conducted impactful industry visits & projects
- 1st prize in Relay, Basketball, Cricket & Volleyball

Shri Chimanpatel Institute of Business Administration

Bachelors, Business Administration

2011 – 2014 (Specialization in Finance)

- Ranked 7th in Gujarat University
- 3rd prize in Inter college Quiz competition
- Engaged in valuable industry visits & academic competitions

SKILLS

- Effective networking abilities
- Transactional experience
- Mergers and Acquisitions
- Deal Structuring
- Valuation
- Financial modeling
- Qualitative and quantitative analysis
- Ability to work independently & as part of a team
- Financial analysis
- Strong work ethic and attention to detail
- Analytical thinking

TRANSACTION EXPERIENCE

- Supra Pacific Ltd, a 30-year-old Mumbai-based BSE-listed NBFC, acquired by Chennai-based Max Value Credit NBFC Group that deals in Automobile Loans. Deal Size: INR 11 Cr, Time Frame: 3 Weeks
- Hamilton Housewares P Ltd joined hands with Shinag Allied Enterprises P Ltd, a well-established Kitchen Appliance manufacturing company in Bengaluru, for introducing Milton ProCook. Time Frame: 7 Months
- Karen and Larry, a team of IT professionals working at IBM in the US acquired Burgeon Software P Ltd., a Noida-based IT services company having a size of 35 developers. Deal Size: INR 1.25 Cr, Time Frame: 2 Months

PROFESSIONAL EXPERIENCE

Assistant Vice President (M&A)

Wizzy Softech P Ltd, CIIE, IIM Ahmedabad | 2021 – Present

- Pitched Wizzy.ai to VCs & raised Pre-series A funds from 100xVC, Manipal Technology & Media Group & Concept India.
- SHA Agreement on table for raising Series A round with Adyogi Ltd.
- Developed term sheet, transaction documents, pitch decks, financial model, projections, undertake valuation exercise, analyse financial ratios and conducted analysis for fundraising rounds.
- Attended & actively participated in industry events, nationally & globally.

M&A Analyst

Manali E-Business P Ltd | 2017 – 2019

- Key roles in M&A, advisory & several transactions in IT, NBFC, Pharma manufacturing & Healthcare, Professional audio visual, Industrial automation, Elevator solutions, Apparel manufacturing, Packaging, Paper, Catering, Serviced Apart., Construction, Houseware & other businesses.
- Evaluated several marquee acquisition opportunities, lead sourcing, background research, analyzed investment strategies, due diligence, risk, return parameters for M&As. Found leads for qualified investors.
- Ideated several monetisation opportunities. Identified and engaged potential investors, pitched investment deals, collaborated for organisational growth. Monitored & assisted process of deal-making.
- Participated in client meetings and contributed valuable insights.
- Led negotiations for profitable deals, review and final deal closure.
- Led Business Buyers Club events, prepared teasers, presentation, pitch & arranged 1-to-1 meetings between buyers/investors & promoters.
- Invited by L.J.Institute as a guest speaker in M&A masterclass in Feb 2018.
- Prepared IMs, pitch decks & detailed valuation reports (DCF, Comparable)
- Consulted team, scout targets & conducted financial education sessions.
- Created diverse financial models to value debt & equity for mergers, acquisitions & capital raising transactions.
- Led comprehensive qualitative financial analysis & market research.

Research Intern

CIIE, IIM Ahmedabad | 2016

- Handled irrigation projects; conducted training & seminars for partners and compiled & analyzed comprehensive district reports.

Finance Associate

Ranjan Plastics P Ltd | 2014 – 2015

- Optimized operations through enhanced supply chains & vendor relationships, efficient & systematic strategic market development & informed feasible pricing strategies for industrial packaging products.