

SARTHAK SHAH

Master of Business Administration (MBA), Finance



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Personal Details

Nationality : Indian
Date of Birth: 4 May 1994
Address : Ahmedabad,
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India

Professional Qualification

- **Master of Business Administration (MBA), Finance**
Institute for Future Education, Entrepreneurship and Leadership (iFEEL)
- **Bachelor of Commerce (Graduation) | March 2015**
Gujarat University, Ahmedabad
- **Capital Markets**
Corporate Finance Institute (CFI)

IT Skills

- MS Office
- Capital market software like Bloomberg Essentials and Thomson Reuters

Other Skills

- Investment Management
- Portfolio management
- Portfolio analysis
- Market Valuations
- Investment advisory
- Corporate Treasury
- Cash management
- Money market
- Risk Management
- Business Development

Awards & Achievements

- Certificates
 - ✓ Bloomberg Essentials
 - ✓ Thomson Reuters
 - ✓ Fundamentals for Capital Markets
 - ✓ Financial Intregation
 - ✓ Tally ERP9
 - ✓ Microsoft Collaboration: SharePoint, Teams, and Groups
- Member of Brand ambassador committee in iFEEL

Career Highlights

Overall work experience of 6 years, presently Manager at Tipsons Financial Services Limited with 4 years and 6 months as Fixed Income Market Specialist, worked on pricing strategies for valuations and market makingz. Tracked and analyzed the Fixed Income Inter-Bank market for Government securities, State Development laons/State and Central Guaranteed PSU and private bonds as wells as CP's, CD's, Call rates, Repo & CBLO and repor transactions in coporate bonds market. Earlier working as Fraud Analyst with Ttec (Formerly known as Motif India Intofect Pvt Ltd)

Internship Experience

Adani Enterprises

Management Trainee | Ahmedabad | May 2016 - July 2016

- Participating in meetings, workshops, and other learning opportunities and gaining knowledge of company policies, protocols, and processes.
- Observing and learning from experienced staff members of Finance team. Further completing all assigned tasks and assisting with day-to-day operations.
- Traveling to different offices and participating in daily operations as required and following all company regulations, and health and safety codes.

Work Experience

Tipsons Financial Services Pvt Ltd | Ahmedabad

Relationship Manager | November 2018 – May 2021

Manager | June 2021 - Present

- Facilitated OTC market trades for institutional investors (Pension Funds, Provident Funds, Superannuation and Gratuity funds) and Financial Institutions (Co-operative, Regional Rural Bank, Mutual Funds, Insurance Funds, PSU Banks, IIT Institutes, IIM Institutes, Charitable Trust), Family Offices, Corporate Treasuries.
- Investment management and research planning across fixed income products, assets backed securities, mutual funds, insurance, etc. Propbook management, liquidity montiroing for the positions as per the prevailing market trends.
- Extensive market research on fixed income and related market to facilitate formulation of trading strategies. Responsible for partiapiating in the primary Acution of the Central and State Government Securities.
- Tracking macroeconomic indicators and researching on key data sets which assist in trading and as a member of treasury desk having working knowledge of maintaining the liquidity position of the books handling around AUM 6 Bn.

TTEC (Formerly known as Motif India Infotech Pvt Ltd) | Ahmedabad

Fraud Analyst | January 2017 – October 2018

- On boarded with Fraud Prevention team for one of the fastest growing online accommodation platform. Entrusted with responsibilities to ensure the successful Quality and productivity for week by week.
- Ensure best possible utilization of the time and was able to decrease the learning curve by two weeks with same or better quality scores. Played crucial role in handling the new projects of frauds and executing them with new team leader and other members in the team.
- Exceeding the client expectations in the quality and productivity, however, our focus was on value ads and we were continuously able to help the client in the updating current product and improvement suggestions to catch more fraud or to avoid it in the first place.
- Coordinating with the client POCs to build beneficial business relationships for both the companies. Based on our success and the expertise in fraud prevention field, we were able to fetch much new business for our company.