



DHAVAL BALAI



Highly Enthusiastic, self-driven, adaptive, and flexible MBA Student Passionate about Finance, with analytical approach. Capable to work well in a team. Also, Pioneering Innovative Campaigns with Marketing Initiatives.



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Ahmedabad, Gujarat

LANGUAGE

- English
- Hindi
- Gujarati

SKILLS

- Management & Leadership Skills
- Financial Reporting
- Data Analysis & Problem-Solving
- Oral & Verbal Communication
- Collaboration and interpersonal skills
- Negotiation, Adaptability, Resilience with strong team management

TECHNICAL SKILLS

- Tally ERP 9
- Adobe Photoshop
- MS Office Suite (Excel, Word, PowerPoint, etc.)
- MS Outlook
- Tableau & Power BI (Basics)

POSITIONS OF RESPONSIBILITY

Student Police Cadet - Aug'14 - Mar'17

- Acted as Head-cadet to organize various activities bridging Police and students. Building trust among students & their associates regarding the system by talking and working together.

EDUCATION

Ahmedabad University

Master of Business Management (MBA)
August 2022-June 2024 (Pursuing)

Gujarat University

Bachelor of Commerce (B.COM) Advance - Accounting and Auditing
June 2019-April 2022

INTERNSHIPS

Reliance Retail Pvt. Ltd.

Customer Experience Monitoring Initiative
May'23 - Jul'23

- Conducted research at six different outlets of Reliance Retail, using structured questionnaire. Engaged with more than 900 customers during this period.
- Analyzed collected data of customer buying behavior to identify trends and patterns, which could inform inventory management and marketing strategies.
- Identified areas for improvement in the shopping experience, such as product availability, store layout, and customer service, based on customer feedback.
- Helped organization to collect the vital information related to customers, their demographics & satisfaction levels under various components.
- Provided detailed analysis of customers, their demographics & satisfaction levels, interpretation, managerial solutions and report with data visuals to enhance the overall experience of customers. It help me to sharp my ability to establish strong client relationship

PROJECTS

Q Green Techcon Pvt. Ltd.

Route Camp Project
Jan'23 - Apr'24

Summary: Deriving strategies that can help company to boost-up their revenue with 5x growth in the span of five years.

Skills Used: Understanding of business and value chain, Market research, Competitor Analysis, Website analysis, Field research, Business development, Business growth

Team Size: 4

Key Outcomes:

- Analysis of individual webpages of website, which provides in-depth insights on area to improve.
- Explore venture growth alternatives by mapping company's capabilities, and penetration strategies.

Hindalco Industries Ltd.

Financial Analysis of Hindalco Industries Ltd.

Aug'22 - Nov'22

Summary: Analyze the different components of company, and derived financial picks for various stakeholders for measuring their interest

Skills Used: Understanding of business % value chain, Market research, Competitive Analysis, Website analysis, Business development, Business growth

Team Size: 4

Key Outcomes:

- Interpret the needs of various stakeholders.
- Link the various components of annual reporting.
- Classify and arrange financial information in Financial Statement as per prescribed format.

CERTIFICATION

Introduction to Data Analytics (IBM) - Aug'23 - Sep'23

- Learning about the data analysis. & Key steps in the process.
- Deep understanding of the different components of a modern data ecosystem.

Management - Strategic Marketing (Cursa) - Feb'23 - May'23

- Acquired comprehensive knowledge of concepts, theories, segmentation, and data analysis, alongside practical skills in product management, pricing strategies, promotion, sales channels, and strategic planning.
- Proficient in competitive analysis, positioning, and applying these insights for practical business success.

Investment Risk Management (Coursera Project Network) - May'23

- Calculate value at risk for investment portfolio, Monthly returns and Standard Deviation.
- Calculating Beta and Quantify risk-to-reward using Treynor Ratio.
- Calculating Value at Risk and present graphically

Understanding Financial Statements: Company Position (University of Illinois at Urbana-Champaign) - Apr'23 - May'23

- Understanding the purpose of an income statement, and the basic components of it.
- Explanation of the broader purpose of financial statements and the role of accounting in producing the financial statements.
- Learning how to read and interpret real-world financial statements.

Financial Markets (Yale University) - Feb'23 - Apr'23

- Emphasis on financially-savvy leadership skills.
- Description of practices today and analysis of prospects for the future.
- Introduction to risk management and behavioral & corporate finance principles and strategies to understand the real-world functioning of securities, insurance, and banking industries.

ACHIEVEMENTS

Second rank in "boAt Wavemaker's Challenge Season 1"

- Stood second in the end of first two rounds among 21,255 candidates.

Second rank in 'Gandhi Jeevan Jhankhi 2012'

- 'Gandhi Jeevan Jhankhi' is annual exam on Gandhian philosophy by Gujarat Vidyapeeth. I secured second rank at district level.

EXTRA CURRICULAR ACTIVITIES

Hero CoLabs Design Challenge 5.0 (Hero MotoCorp Limited)

- Designed new Hero bike "HF Deluxe" using imagination and creativity.

Volleyball player in University (Sports Fest 2023)

- Represented University Clan, Vikings as Net-setter and spiker, and also leading point scorer for the team.

CO-CURRICULAR ACTIVITIES

TISSOLVE: Industrial Relations Case Challenge of VAISHVIK'23 (Tata Institute of Social Sciences, Mumbai)

- Participated in TISSOLVE, a premier industrial relations case competition at Vaishvik 23. Demonstrated negotiation skills, and problem-solving skills in handling real-life incidents.

Plan-a-Date of Karmaanta 2023 (IIM Raipur)

- Participated in the competition, where we need to plan a budget trip in our city (Ahmedabad), with day-to-day schedule and activities