Danyel Desa, CFA

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EDUCATION

2022 - 2024 London Business School, London, United Kingdom

Reading for Master's in Business Administration (GMAT: 730)

Secured A+ grade in (relevant) Data Analytics, Finance 1, Microeconomics, Macroeconomics

2013 - 2018 Indian Institute of Technology Bombay, Mumbai, India

Master and Bachelor of Technology (Dual Degree) in Electrical Engineering Specialization in Communication & Signal Processing; GPA: 8.47/10

Awarded Institute Cultural Special Mention (2017) to acknowledge excellence in debating

2021 CFA charterholder, CFA Institute

BUSINESS EXPERIENCE

2023 American Express, London, United Kingdom Finance Summer Intern (June – August)

Received an offer to join American Express as an MBA Intern with the Finance team

2020 - 2022 TATA INDUSTRIES, Mumbai, India

Tata Industries promotes and incubates the Tata Group's entry into next-generation businesses Senior Analyst, Projects (Energy)

- Managed Tata Group's £100 Mn investment in Flisom, a Swiss startup that develops thin-film, flexible solar modules; reviewed operation reports and worked closely with CEO on strategic initiatives
- Reviewed term sheets and led negotiations with banks for Flisom's €35 Mn fundraising round of bank loans and equity to establish its first 50MW manufacturing facility in Hungary
- Developed a sales pipeline model and formulated sales strategy (£6 Mn in sales orders received over 2 years); model was implemented at all other Tata Industries' portfolio companies
- Explored and appraised investment opportunities in energy storage and green hydrogen sectors; assisted in a technical due diligence of a £100 Mn California-based energy storage company
- Prepared deep-dive reports, developed hypotheses on green hydrogen for the Tata Group Chairman
- Led a four-member team to support Mr. Ratan Tata as Co-Chair of the Trade & Investment Taskforce at the B20 Summit (2020); delivered policy recommendations that were included in the final report

2018 – 2020 JP MORGAN CHASE & CO., Mumbai, India Equity Research Analyst, North American Oilfield Services

- Built and maintained financial models, conducted valuation analyses, and prepared equity investment research reports on the coverage group with £200 bn+ in market cap for the firm's clients
- Headed a quarterly report of U.S. Oil & Gas Capital Spending read by 1000+ investment managers; widely regarded by investors as among the most comprehensive thematic reports on the Street
- Co-led a 200-page deep dive research report assessing the sector's competitive landscape; key to team ranking #1 in Institutional Investor's 2020 Survey of 1,300+ investment firms
- Captained a 10-member team to win JP Morgan India's annual stock picking competition (2019)

2017 - 2017 ROTHSCHILD (INDIA) GLOBAL ADVISORY, Mumbai, India Investment Banking Summer Analyst

- Studied precedents to analyze acquisition premiums paid to delist companies; used in valuation analyses for a key client of the firm
- Built a cross border pitchbook showcasing five targets in the Indian logistics space; used to establish
 discussions with an international PE fund

ADDITIONAL INFORMATION

- Executive Committee Member: LBS Tech and Media Club and Entrepreneurship Club
- Finalist, Neuberger ESG Investing Challenge: Final to be held in December 2022
- **Volunteering:** Worked with Play and Shine Foundation, a sports NGO aiding underprivileged children; created its first annual report and engaged with companies to create funding partnerships for the future
- Debating:
 - Managed a 25-member team and budget of US\$ 5,000 to organize India's largest parliamentary debate with 200+ participants; improved adjudication quality led to 60% y/y increase in participation
 - Member of the IIT-B Debating Society for 5 years; finalist/semi-finalist at 5+ national tournaments and two-time semi-finalist at the Asian BP Championship (Asia's largest debating tournament)
- Technical: Python, C++, Microsoft Office (Word, Excel, Powerpoint), MATLAB, Tableau experience
- Mentoring: Guided two students under IIT-B's Department Academic Mentorship Program (2015-16)