

**MANOJ K. DALMIA**  
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**SUMMARY**

Over ten years of experience as Finance, Research & Technology professional with:

- Seven years of experience in financial services industry (Investment Management, Alternative Investments).
- MBA from Chicago Booth
- Strong analytical, creative, decision-making, project management, presentation and problem solving skills
- Experience with Bloomberg, Capital IQ, FactSet, MATLAB, VBA, Working knowledge of R
- Knowledge of object oriented design and languages - SQL/HTML/Java/ Oracle/BusinessObjects /Visual basic
- Extensive knowledge of Microsoft Excel in building company specific unit, rollout/rollup and valuation models

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**SPECIALTIES**

- Equity research (public/private), market research, financial modeling/reporting, investment idea generation and screening,
- Experience in technology, telecom and cleantech investment research.
- Experience handling large data sets including ETL (Extract, Transform and Load), and programming wide array of technical languages and tools
- Foreign (Indian) language fluency.

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**EDUCATION****CHARTERED ALTERNATIVE INVESTMENT ANALYST (CAIA) ASSOCIATION**

*CAIA charter holder*

Amherst, MA

*Sep 2011*

**UNIVERSITY OF CHICAGO BOOTH SCHOOL OF BUSINESS**

*Master of Business Administration (Dean's Honor List- Multiple Quarters)*

- *Concentrations: Analytic Finance, Strategy and Entrepreneurship*
- *Member of Investment Management and Private Equity Venture Capital (PEVC) Clubs*

Chicago, IL

*Sep 2007 – Aug 2010*

**R.A.I.T (UNIVERSITY OF MUMBAI/BOMBAY)**

*Bachelor of Engineering, Computer Science (First Class with Honors)*

Mumbai, India

**TRAINING THE STREET (TTS)**

- Intensive workshop to develop modeling expertise.

Chicago, IL

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**EXPERIENCE****WAVE EQUITY PARTNERS/ VIMAC**

*Private Equity Associate*

*Jan 2010 – Current*

- Source and streamline deals from proprietary and non-proprietary sources for discussion with managing partners
- Perform qualitative and quantitative due diligence by reviewing business plans, assessing competitive positioning, analyzing markets and interacting with company management
- Participate in fundraising activities by identifying potential targets via reviewing their current focus and strategy; Identify relevant grants for investments
- Summarize industry and fund information for communicating with limited partners (LPs)
- Visit various industry events to stay attuned with latest trends and developments
- Build valuation models, and provided operational support to the portfolio company

**SBI FUNDS MANAGEMENT LTD (Joint venture – SBI & Société Générale Asset Management)***Equity Research Intern**Jun 2009 - Aug 2009*

- Performed valuation of Indian equities such as Bharati and Reliance Telecom with the price target (Bull/Bear/Base) based on factors such as rural/urban penetration, projected 3G data consumption and ARPU growth; The target price range was much smaller than industry consensus;
- Identified potential synergies and pitfalls originating from proposed Bharti and MTN merger deal.
- Produced Indian Telecom industry report with prime focus on wireless sector. Report also included competitive landscape, evolution of wireless sector and consumer usage pattern from other developing/ developed countries; rationalized these patterns based on Indian telecom environment to validate market size for different growth drivers.
- Interacted with CXO level management of equity firms as part of due diligence.
- Attended two industry conferences to understand dynamics in Asian market – One hosted by Credit Suisse and other one hosted by Motilal Oswal.
- Presented stocks and industry recommendation based on thorough research to senior management.

**WELLINGTON INVESTMENT MANAGEMENT COMPANY, LLP***Sr. Consultant/ Financial Analyst**Feb 2004 - Mar 2009*

- Developed risk & scope management models and oversaw execution of large multi-year derivative initiative. The program implementation period was around three years and impacted most business groups and systems in the firm.
- Oversaw execution of Equity, Quant and Fixed Income projects. Portfolio consisted of around 15-20 projects every year employing various technologies and supported primarily front office groups.
- Led strategic and tactical planning initiatives to design project portfolio, measured results, and submitted consolidated report with recommendations to senior management team.
- Led yearly budget forecasting process, monitored burn-rate against tangible results, and assisted senior managers in taking corrective action against variances/baseline.

**MASS. DEPARTMENT OF REVENUE/ HARVARD UNIVERSITY***Consultant/ Analyst**Oct 2002 - Sep 2003*

- Conducted in-depth research of risks & issues associated with the program and generated a milestone driven plan for steering committee as a recommendation to bring the project back on track.
- Devised a strategy to bring the distressed projects back on track by establishing clear communication channel.

**PRICEWATERHOUSECOOPERS, LLP (PWC CONSULTING)***Sr. Consultant**Jul 1998 - Jun 2002*

- Collaborated with senior partners in developing growth strategies for two practices. These practices resulted in multi-million dollar revenue streams.
- Led cross functional teams on multiple B2B, and CPC (Collaborative Product Commerce) projects, which earned two referenceable fortune 500 clients.
- Conducted gap analysis by interviewing clients and designed a scalable model to improve decision making process.
- Progressively took added responsibilities and moved from minimal oversight to independent client engagements

**OTHER INFORMATION**

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- United States Citizen;