

Komal Modi

+91-9198041645 | Komalmodi@gmail.com | [linkedin.com/in/komal-modi-17a457129/](https://www.linkedin.com/in/komal-modi-17a457129/)

EDUCATION

International Management Institute

PGDM in Finance; Grades: 77.6%

New Delhi

2021-2023

Banasthali Vidyapith

Bachelor of Commerce; Grades: 78.45%

Jaipur

2015-2018

PROFESSIONAL EXPERIENCE

May23- Present

Piramal Capital and Housing Finance, Mumbai - Product Manager

- Spearheaded the development of product strategies, enhancing sales engagement through the identification of growth prospects
- Proficiently monitored progress through financial metrics, sales projections, collections, and approvals, ensuring alignment with business objectives
- Proficiently conducted robust financial analyses, including precise cash flow projections, and drove strategic cross-selling campaigns resulting in a potential business value of INR 250 Crores
- Training sales and operations to revamp customer journey by reducing TAT and maintaining working level client relationship

INTERNSHIPS

May 22-July22

Genpact

- Conducted attrition and sentiment analysis on a dataset of 300+ employees using an R-Square model on Chatbot data. Leveraged predictive analysis techniques to forecast future attrition rates and developed an Employee Retention Model.
- Analysed employee data to identify pain points, creating 3 employee personas and delivering recommendations for enhancing employee retention and reducing attrition.

PROJECTS

Finlatics- FMEP Equity Market Analyst (2021)

- Conducted impactful company-specific research and in-depth macroeconomic analysis, assessing financial statements and cash flows to provide valuable insights for informed investment decisions
- Exceeded expectations by managing a real-time portfolio valued at 2 lakh, delivering a 20% profit, and achieving a Finscore of 73.76 in portfolio management.

Security Analysis & Portfolio Management - Academic Project(2023)

- Utilized fundamental analysis to simulate an investment portfolio, showcasing proficiency in stock selection through relative valuation and analysis, while taking in correlation and concentration for effective portfolio management; monitored it over a period of 3 months with excellent promises of return.

CERTIFICATIONS

- Google Data Analytics Professional Certificate (2022)
- CFA -Investment Foundation Program (2021)
- NISM XV -Research Analyst Certification Examination (2021)
- NISM VIII Equity Derivatives Certification Examination (2021)

Achievements

- National Finalist- Cash Me If You Can, Finance competition by XLRI, Delhi (2022) – Top 4 Teams among 120+ teams by preparing Go-To -Market strategy and financial model for EV start-up.
- National Finalist- Fusionen Meister conducted by IIM, Trichy (2022) - Top 6 teams among 100 + teams from various disciplines by preparing Financial Model of Tata consumer Product

Skills - *Microsoft office suite, Sales Projections, Financial Modelling*