

Mayank Jain
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**POST GRADUATE DIPLOMA
IN MANAGEMENT (PGDM)**
Finance

EDUCATION

Qualification	College/ University	Year	Marks
PGDM (Finance)	IMT Ghaziabad	2016	64.3%
BBA Hons. (Finance)	ITM University, Gwalior	2014	84.4%
XII	MGM Sec. School, Firozabad/CBSE	2011	58.8%
X	New St. Stephen's Public School, Agra/CBSE	2008	48.4%

OTHER PROFESSIONAL QUALIFICATIONS/ CERTIFICATIONS

- Cleared NCFM (Beginners' Module) – Financial Markets (Score 93%) in Jan 2016.

SUMMER INTERNSHIP AT IMT

Axis Bank Ltd.	Mutual Funds	May 4, 2015 to June 30, 2015 2 months
Investment Perception & Selection Behaviour towards Mutual Fund		

Project Brief:

- Conducted a market research on 'Saving and Investment Practices of the Investors and their preferences to investment in Mutual Funds'.
- Studied about the competitors of Axis Bank Mutual Funds and what steps Axis Bank can take to capture highest market share.
- Compared the semi – urban areas investors from urban areas investors & their selection behaviour towards mutual funds.

Objectives:

- To know how the investment perception of Semi – urban areas investors differs from Urban areas Investors on the basis of
 - popular saving/Investment tool used by people
 - factors considering while investing
- The main objective of this project is concerned with getting the opinion of people regarding the mutual funds and what they feel about availing the services of financial advisors.
- To know why one has invested or not invested in Axis Mutual Funds.

Deliverables/ Recommendations:

- Through the survey, it is found that the clients do not have the knowledge of different mutual fund schemes offered by Axis Bank. So, firstly Investors should be made aware of the benefits of investing in mutual funds.
- Through a couple of in-depth interview of some of the clients, it is found that SIP is one of the innovative products and has a huge potential to increase the revenue.
- Mutual Fund Companies need to give the training to the Individual Financial Advisors about the Fund/Scheme and its objective, because they are the main source to influence the investors.

PROJECTS UNDERTAKEN

- Academic Project Corporate Finance, Nike
 - Discussed in detail the product line of Nike and strategies undertaken by Company.
 - Standardised Financial Statement Trend Analysis & Financial Ratios Analysis of Nike.
- Academic Project Security Analysis & Portfolio Management
 - Portfolio Attribution and Style Analysis of Reliance Vision Fund.
 - Evaluated the fund's portfolio with BSE Sensex as the benchmark index.
- Academic Project Business Research Methodology
 - Studied about the packaging of cookies and how does it affect consumer buying behaviour?
 - Used SPSS tool to:
 - Study the importance of packaging of cookies as a whole in the customer's buying behaviour.
 - Study the factors related to packaging of cookies that influences the behaviour of customers.
- Academic Project Business Analytics
 - Studied the relationship between the murder rates at the district level and such socioeconomic variables such as poverty, urbanization, literacy etc.
 - Used SAS tool to do multiple regression analysis with one dependent factor and six independent factors.

AREAS OF INTEREST	ELECTIVES AT IMT
Financial Markets Individual Taxation Policies International Financial Management Trade Finance & Cash Management Services	Corporate Finance Commercial Banking Derivatives Management Working Capital Management Security Analysis & Portfolio Management Merger Acquisitions & Corporate Restructuring Risk Analytics Operations Strategy Quality Management & Six Sigma

ACHIEVEMENTS & AWARDS

- Got the Scholarship of Rs. 15000 during first year and Rs. 10000 during second year of Graduation – ITM University.

EXTRA CURRICULAR ACHIEVEMENTS

- Secured 2nd Position in University examination during first year of Graduation.
- Secured 3rd Position in University examination during second year of Graduation.
- Contributed as a Volunteer during 'Night at the Museum' at SCINDIA MUSEUM, Gwalior.
- 1st Runner-up, Chess Competition at SAGACITAS'13 - ITM University College Management Fest.
- Organised and actively participated in "SAGACITAS'13" - ITM University College Management Fest.
- Actively participated in a workshop titled 'Ideas to Execution for Entrepreneurs'.
- Participated in FINWIZ, an Inter-college Finance Competition in VAUDEVILLE'15 – IMT Dubai Fest.
- Actively participated and completed "Learning Curve Simulation Workshop" conducted by enParadigm Knowledge Solutions.

ADDITIONAL INFORMATION

- Completed an Internship Program of 1 month during my Graduation, titled "Analysis of Various ING Policies" at ING VYSYA Life Insurance Company.
- Completed a project titled "Summer Fun Soda Hut" during second year of my Graduation.
- Hobbies-Playing Chess and solving puzzles.
- Having Strong Analytical and Problem Solving Skills.
- Expert in MS Office (i.e. Excel, PowerPoint, Word etc.)