

Aditi Sharma

Career Objective

To be part of a growth oriented organization and contribute positively to its growth as also enhance personal learnings.

Core Professional Competencies

- Sound business planning and management abilities.
- Evolved analytical, number-crunching and research abilities.
- Ability to manage multiple key client accounts.
- Excellent business strategy and brand management skills.
- Proficient in modeling techniques and Business Case Development

Education

- **M.B.A – Finance** (Aug 2010 – May 2012): University of Pune, Pune
- **B.Sc (H) Mathematics** (Jul 2007 – May 2010): University of Delhi, New Delhi
- **Higher Secondary Certificate - Mathematics, Physics & Chemistry** (2006 - 2007): Loreto Convent, New Delhi, CBSE
- **Secondary School Certificate** (2004 – 2005): Army School, Wellington, Tamil Nadu, CBSE

Work Experience

Company: Expert Network Group LLC, Pune & Gurgaon

Research & Account Manager (since Aug 2014)

- Managing & growing relationships with clients and driving deeper client engagement with client including, global management consulting firms, corporates, private equity funds & hedge funds across US, Europe and APAC.
- Acquiring new clients, understanding their business plans and drive new opportunities along with price negotiation.
- Single-handedly led the set up the Gurgaon office including research operation management, talent recruiting, research training and team management.
- Identifying the scope & objectives as well as strategizing the research (primary & secondary) requirements of our clients that span all industry verticals and connect with internal & client stakeholders

Company: Delhi Cargo Service Center Pvt. Ltd (DCSC) - A KLM Airlines group company, IGI Airport, New Delhi

Assistant Manager – QA & Procedures (Jan 2014 to Jul 2014):

- Analyze and report DCSC's operation standards to service VS employees to customer airlines and other stakeholders.
- Ensuring ground operation are in line with DCSC & DIAL safety and quality standards.

- Execute KPI driven performance culture
- Standardize of key station management process and tools
- Introduce standard operation frame work (policies, manual, SOP's)

Assistant Manager – MIS (Jun 2012 to Jan 2014):

- Preparing Financial as well as Management reports for the Company's higher Management that facilitates strategic key decisions.
- Preparing vendor analysis reports for Vendor selection.
- Conduct an in-depth variance analysis of Revenue, Expenses and other Business Units.
- Department wise financial planning, project funding and performance reports
- Financial Budget Planning for the F.Y 2013-14

Key Personal Skills

- A widely travelled and confident individual.
- An excellent team player.
- A highly motivated and self-driven individual who seeks responsibility.
- Ability to secure the desired results through innovative/ out of the box thinking.
- Strong communication skills.
- A trainable and keen learner

Sports / Extra Curricular Activities

- Won Basketball Championship at Inter College Level, Delhi University
- Organized Relief Camps in Villages of Kashmir through AWWA (Army Wives Welfare Association)
- Participated in Youth building activity by joining NCC and was awarded Best Cadet Trophy
- Participated in Management Workshops at Management School

Personal Information

- **Date of Birth:** 11 July 1989
- **Father's name:** Maj Gen. Dinesh Sharma
- **Nationality:** Indian
- **Linguistic Abilities:** English, Hindi, Nepali
- **Hobbies:** Reading, Photography, Trekking, Baking and Creative Writing