

Keval Indrodiaa

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EDUCATION

University of Greater Manchester

B.Sc. in Business Administration

Relevant Coursework: Change Management, Supply Chain, Strategic Planning

Greater Manchester, United Kingdom

Jan 2024 – Oct 2024

Park Lane School of Management and Research, London

Higher National Diploma, Level 4 & 5 of Business Administration

Relevant Coursework: financial management, Financial Accounting, Project Management, Organizational Behavior

London, United Kingdom

Dec 2021 – Dec 2023

Coventry University, London

B.A in Global Business Management

Relevant Coursework: Global Business Strategy, Data Analysis, Marketing Principles

London, United Kingdom

Jan 2022 – Jun 2023

WORK EXPERIENCE

Jeep Automobile

Sales Executive (Team Lead)

Gujarat, India

Sep 2019 – Dec 2020

- Promoted to lead a team of 12 sales executives during the last quarter, driving team performance and meeting sales targets.
- Achieved 18% in monthly sales by implementing personalized sales strategies and closing deals efficiently.
- Gained practical experience in customer engagement, negotiation, and sales closure, contributing to enhanced customer satisfaction.

GoRings Ltd.

Financial Analyst Intern.

London, Uk

Mar 2022 – Jun 2022

- Analyzed financial reports, including P&L statements, to identify trends and provide actionable insights for senior management.
- Prepared forecasting summary reports to support administrative decision-making and strategic planning.
- Collaborated with senior team members to evaluate financial data, contributing to key monetary decisions for the company.
- Gained hands-on experience in financial analysis, forecasting, and decision-making within a professional environment.

We Hiring Ltd.

Business Development Manager

London, UK

Mar 2022 – March 2023

- Built and maintained strong B2B client relationships, expanding the company's network and driving business growth.
- Led a team of new joiners, providing training on communication and marketing strategies to improve platform engagement.
- Contributed to achieving an EBITDA-positive portfolio through targeted outreach, relationship-building initiatives, and successfully closing client agreements.

Pointzon | (Gorings Ltd.)

Technical Project Co-Ordinator

London, UK

Mar 2023 – Dec 2023

- Spearheaded the recruitment and management of a skilled developer team to create a cutting-edge fintech platform, empowering organizations to streamline their fund-raising initiatives.
- Facilitated strategic partnerships by leading data-driven discussions with Healthcare Homes, NGOs, and community platforms, resulting in 35 plus onboarded organizations.
- Ensured seamless execution of the project by aligning technical deliverables with stakeholder requirements and maintaining efficient cross-team communication.

Miracle Enterprise

Financial Consultant

Gujarat, India

Dec 2023 - Present

- Prepared and analyzed weekly financial reports and internal balance sheets to support informed decision-making.
 - Designed and implemented a custom Python-based automation platform to track stock entries and streamline financial reporting processes.
 - Reduced cash flow inefficiencies by 20% through the automation of manual reporting tasks, saving significant time and resources.
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UNIVERSITY PROJECTS/PROFESSIONAL DEVELOPMENT

Financial Markets (Professional Course) By Yale University (Expected Completion: Mar 2025)

- Exploring global market trends, financial regulations, and behavioral patterns.
- Developing insights into the impact of global changes on financial systems.

Final Dissertation

- Conducted in-depth research on Change Management using ADKAR and McKinsey's 7S Framework, enhancing organizational transformation strategies.
- Performed detailed research analysis at both macro and micro levels, producing actionable insights and recommendations.
- Demonstrated expertise in research methodologies, data interpretation, and presenting findings in a structured, impactful format.

AI Chat Bot Development

- Designed and implemented an AI-powered chatbot as part of the university's Innovation Hub Society to assist external users in accessing information on scholarships, admissions, and ongoing university events.
- Streamlined user experience by reducing response times and eliminating the need for long wait times, improving engagement and accessibility.
- Focused on user-centric design, ensuring the chatbot provided accurate, timely, and key information on university programs.

TECHNICAL PROJECTS

Multi Chain Governance Token

- Developed a governance token on Ethereum with cross-chain deployments on Binance Smart Chain (BSC) and Polygon, enabling decentralized governance across multiple ecosystems.
- Integrated smart contracts to facilitate secure, transparent voting and decision-making processes for decentralized applications (dApps).

Permissioned blockchain Bank (Hyperledger)

- Built a secure permissioned blockchain platform using Hyperledger Fabric, streamlining banking operations and ensuring data integrity.
- Designed smart contracts to automate core financial workflows and enable controlled access to sensitive banking information.

Price Prediction and Strategy Bot

- Designed and implemented movie recommendation application in 4-person team using Python in 3-day hackathon
- Enabled users to be recommended movies based on 50+ data points; awarded most innovative project by Google engineer

Solana Defi Token/Auditing

- Developed a DeFi token on the Solana blockchain, optimized for high-speed and low-cost transactions to enhance decentralized financial operations.
- Ensured compliance with Solana's native token standards for seamless integration with the DeFi ecosystem.

ACTIVITIES

London Fashion Week

PR Intern

- Coordinated schedules and provided logistical support to models and designers, ensuring smooth event operations.

National Football Championship

- Represented my state in National level championship in India

ADDITIONAL

Technical Skills: Rust, ERC, Hyperledger, Python, Java, PHP, React.js, NodeJS, MySQL

Certifications & Training:

- Investment Risk Management by Coursera
- Business Analysis and Project Management by Coursera
- AI Tools and ChatGPT expert by be10X