

# VINAY PARAMANAND

MBA GRADUATE WITH STRONG ANALYTICAL, AND MARKET  
RESEARCH SKILLS & 7 YEARS OF BANKING EXPERIENCE

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## SUMMARY

- 9 years of cross-functional experience in commercial bankingmanagement consultancy and aerospace
- Supervised team of 15 employees, managed bank branch with annual turnover of \$ 8 million and grew business by 55%
- Drove comprehensive analysis of financial data, and prepared financial reports identifying key performance indicators
- Identified 6 key operators in 3 continents and recommended action plan worth \$ 2.5 million in net profit, annually
- Developed 15 proposals winning 7 projects to provide ad-hoc consulting services supporting client's business needs

## EXPERIENCE

GRADUATE STUDENT  
ASSOCIATION,  
CONCORDIA  
UNIVERSITY  
JUN 2015 - PRESENT

### Financial Analyst/Manager (Part-time)

- Monitor \$ 2 million funds, perform bookkeeping in QuickBooks, manage payroll, payables, receivables, expenses and tax remittances, reconciliation and prepare trial balances (full cycle)
- Lead the annual budgeting and planning exercise ; assist staff in preparation of individual budgets and financial plans
- Prepare and present, to executives, monthly financial reports/results with variance analysis to prior year and budget
- Work closely with executive team to implement best practices for financial analysis, tracking, and reporting of results
- Support the audit process by preparing audit schedules and initial draft financials for auditors; assist in annual tax filing

CONCORDIA SMALL  
BUSINESS  
CONSULTING BUREAU  
JUN 2015 - JUN 2016

### Operational and Business Consultant

- Led, organized and secured 7 mandates from clients; worked closely with clients for decision-making through appropriate issue/trend identification, analysis, and financial recommendations
- Analyzed financial, operating and related information of clients; utilized strong financial modeling and business valuation (DCF) tools to drive key recommendations
- Assist clients in preparation of the annual financial planning process by working with cross functional teams to achieve project goals and meet timelines
- Built financial models and conducted product pricing and profitability analysis to assess new business opportunities
- Wrote strong business plans, for clients, including reports on KPI's to drive business performance improvements

PRATT AND WHITNEY,  
CANADA  
JAN 2016 - AUG 2016

### Aftermarket Research Intern – Finance & Strategy (Co-op)

- Managed 65000 lines of spare part sales data; utilized data manipulation skills to uncover insights, identify trends, and clearly present insights to drive actionable outcomes based on sound financial analysis
- Performed competitive analysis, and executed financial performance management processes (planning, forecasting and analysis) with a focus on the key metrics, which drives performance
- Reviewed inventory, and cost/price margins to support the design, development and implementation of key business initiatives and strategies; served as a single point of contact for data and market intelligence information
- Analyzed 6 operators to create robust business cases; developed financial plans and forecasts to appropriately reflect business objectives, opportunities and constraints, and meet organizational standards
- Conducted research on competitive costing and recommended benchmarks for measuring financial and operating performance of 3 engine departments and 4 engine programs

VIJAYA BANK  
JUN 2012 - APR 2013

### Manager

- Achieved 16 % overall business growth over previous year via strong business analysis; reported to Regional Manager
- Strategized growth plan for the branch business, including customer contact plans in accordance with corporate plan
- Engaged with customers and building relationships by prospecting, and lead generation, to new and existing clients
- Mentored 35 managers in individual budget preparations and in meeting deadlines associated with their budgets
- Managed a portfolio of over 200 corporate accounts and gave strong attention to details that can offer process improvements and innovative solutions
- Managed 5 direct reports and supported and coordinated them in preparation of monthly reports and ad-hoc analysis

VIJAYA BANK SELF  
EMPLOYMENT  
TRAINING INSTITUTE  
JUN 2009 - JUN 2012

### Executive Director

- Directed and mentored team of 4 employees; handled \$ 1 million annual operating budget of the training institute
- Liaised and built strong relationships with local government bodies to obtain funding, and increase trainee in-flow
- Secured 20% additional training grant by forging and strengthening relationship with stakeholders across all levels
- Formulated five-year detailed strategic plan by establishing objectives, goals, and KPIs to create a lasting impact
- Identified gaps in existing processes and reporting capabilities and implemented process improvement initiatives

## Operations Manager

- Identified ways to enhance existing processes and reporting capabilities; co-built a strong reporting system using in-house IT platform and resources connecting all 65 branches of the region
- Improved report preparation time by 40% and processing time by 20%; streamlined requirements per bank guideline
- Frequently reviewed high-value loan accounts for delinquencies, irregular payments, and asset quality value
- Verified all loan transactions and account openings for accuracy, and adherence to Anti-Money Laundering laws
- Planned customer contact initiatives, drove business growth strategies and improved net asset value of loans by 50%

## EDUCATION

MBA  
2014 - 2017

John Molson School of Business, Concordia University, Montreal

Focus in Strategy and Finance

B.SC AGRICULTURE  
2001 - 2005

University of Agricultural Sciences, Dharwad, India

Agriculture and Allied Sciences, including Rural Development

## VOLUNTEERING

TANGO  
2016 - PRESENT

### TREASURER

Oversee all financial planning, budgeting, operations and resource management activities

FRASER HICKSON  
2017 - PRESENT

### ADVISOR - FINANCE & OPERATIONS

Assist the Executive Director in preparation of Annual Strategic Plan and Annual Budget

## SKILLS

FINANCIAL  
MODELING



BUDGETING



FINANCIAL  
FORECASTING



MARKET  
RESEARCH



MICROSOFT  
OFFICE

Advanced Excel (VLOOKUP, PIVOT TABLES,  
Word, PowerPoint)

COMMUNICATION  
SKILLS



TIME  
MANAGEMENT



PROBLEM SOLVING



MULTITASKING



CRITICAL  
THINKING



## PROJECTS

KNOWLEDGETIME  
PVT.LTD  
OCT 2016 - PRESENT

### PRO-BONO ADVISOR - FINANCE & STRATEGY

- Manage teams spread across 3 continents; assist management in decision-making via appropriate issue/trend identification, data analysis, and financial recommendations
- Implemented and used project management systems for efficient and timely work

POINT SAINT CHARLES  
ART SCHOOL  
SEP 2016 - DEC 2016

### CONSULTANT - STRATEGY & FINANCE

- Developed 5-year business growth plan; outlined recommendations including balanced scorecard and key performance indicators (KPIs)
- Conducted industry research and designed pricing of courses/programs; recommended robust fundraising and board governance strategy

## ACHIEVEMENTS

- Winner 2nd place at 2017 [Global Family Enterprise Case Competition](#) with participation by 8 teams (2017)
- Recipient of "Best Director of a Self-Employment Training Institute" awarded by Government of India (2012)
- Recognized as "Youngest Director to create impact" among 70 training institutes across India (2011)