



ABHI MATTA

abhimatta1@gmail.com

8588021019

PERSONAL PROFILE

Extremely motivated to constantly develop my skills and grow professionally. Experienced Business Development Executive with a demonstrated history of working in the marketing industry. Skilled in the areas of Finance, Marketing, Digital front. Dynamic individual with the willingness to learn new concepts and put them to action in order to meet real world demands.

EDUCATION

Institute For Financial Management & Research(IFMR- GSB)

-MBA (2017-2019)
-CGPA-3.22 / 4.33

University of Petroleum & Energy Studies(UPES)

-B.Tech Geo-Informatics
-2.75 / 4

Apeejay School, Sheikh Sarai

2010-2011
-82.4%

Skills & Certifications

- KPMG Six Sigma (Licence no: BG032018101)
- Marketing Analytics (University of Virginia-Coursera, Licence no: BRSHLDRJPF8X)
- Introduction to derivatives (EDUCBA)
- Mentor Community and Training Course (with Honor's, (Licence no: 6ZKFLD5KYJ8W)
- Digital Mapping & Geographical Information System
- Communication and networking skills
- Successful working in a team environment, as well as independently
- The ability to work under pressure and multi-task
- The ability to follow instructions and deliver quality results

WORK EXPERIENCE

Kotak Mahindra Bank

Deputy Manager-Branch Relationship Manager
-May,19

- Follow market trends and development to increase the bank's business on both assets and liabilities aspect.
- Create & maintain a pipeline of business banking sales opportunities/relationships through business development techniques
- Manage and grow a client portfolio.

Synergy RMS Pvt. Ltd.

International Business Development Executive

DECEMBER 2015 - MAY 2016

- Reaching out to the senior level executives of different industry-Oil & Gas, Infrastructure, Banking
- Maintain a working knowledge of the market - Middle East and Africa
- Maintaining Client Relationship

INTERNSHIPS

Indian Oil Corporation Limited

- Finance Management Trainee
04/2018-05/2018
- Financial Analysis of IOCL
- Interest & Incentive Calculation
- Internal assessment of Central Sales Tax forms- C form and F form
- Understanding of asset capitalization process

Indian Petro Group

1/6/2014-29/7/2014

- To do a comprehensive market research on Petro-chemicals
- Collecting quantitative data from reliable sources
- Analyzing the trend of petrochemicals in Indian and Global Market
- Performing and calculating statistical indicators.

LEADERSHIP PROGRAMS

Ø Executive member of Consulting Committee

Working as representative member (SPOC) of the consulting committee of IFMR. We try to organize events related to consulting and work on diagnostic case studies

Ø Treasurer

Held the office of "Treasurer" of UPES AAPG Student chapter two consecutive years (2013-2015)

Ø Founder

Founded UPES AAPG Student Chapter aimed to bridge the gap between the theoretical and practical methods adopted in Oil & Gas Industry

C O N T A C T



G 8/14 Top floor,
Malviya Nagar, New
Delhi



abhimatta1@gmail.com



8588021019



www.linkedin.com/in/abhimatta-finance-marketing