

AANCHAL MITTAL

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INVESTMENT BANKER - M&A ANALYST - *leveraging 5+ years of experience*

Experienced and motivated finance expert with 5 years in investment banking, advising middle-market technology companies on mergers and acquisitions. Strong analytical and financial modelling skills honed via the development of comprehensive financial models to support even the most complex technological firms.

PROFILE SUMMARY

- Proficient in coordinating mergers and acquisitions, including building financial models to analyse and support the merger or acquisition
- Highly skilled in fixing stock pricing to enable investors to invest in the stocks and raise funds for the growth of the company
- Competent in ensuring compliance with financial regulatory institutions, including the Securities and Exchange Board of India (SEBI)
- Adept at consulting with companies and advising on which securities to issue to investors

CORE COMPETENCIES

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|------------------------------------|------------------------|------------------------|
| ▪ Merger & Acquisition Development | ▪ P&L Administration | ▪ Financial Management |
| ▪ Strategy Development | ▪ Strategy Development | ▪ Strategy Development |
| ▪ Risk Management | ▪ Risk Management | ▪ Risk Management |
| ▪ Corporate Finance | ▪ Corporate Finance | ▪ Corporate Finance |

PROFESSIONAL EXPERIENCE

Greenlam Industries Ltd, Noida

Jan. 2019 – Feb. 2020

Investment Banker – M&A Analyst

- Lead deal execution, develop strategic positioning, financial model, marketing materials, and buyer outreach.
- Coordinated information flows and served as the primary contact between the buyer, seller, and internal team.
- Advised leading, independent e-commerce shipping platform, an embedded software company, SAAS property tax management platform, on a sell-side M&A transaction.
- Achieved outlier indication of interest (significantly beyond transaction comps) from the creation of highly Support turn-key origination, pitching, and execution efforts of the transaction one of three on the deal team.
- Worked directly with the firm's principal to support and lead various aspects of client engagements, business development, marketing activities, and day-to-day operations.
- Participated effectively in a variety of transactions, from initial client pitches to transaction closings.
- Documented offering memoranda and pitch books, client support, financial analysis, and modeling and marketing idea creation and execution.

Sahni Natarajan & Bahl, Greater Noida

Apr. 2015 – Dec 2018

Investment Banker – M&A Analyst

- Performed strategic screening for potential acquisition and partnering candidates.
- Participated actively in M&A auction processes including analysis and review of offering materials, valuation modeling, and coordination of due diligence, contract negotiation, and integration preparation.
- Liaised efficiently with Business Units to provide business development support of their growth and reinvention objectives.
- Drafted a synergy analysis to quantify the incremental cash flow and enterprise value benefit that would result from a combination with a publicly-traded buyer.
- Collaborated with senior bankers throughout the deal sourcing pipeline process in identifying high-growth and bootstrapped initiative market research, competitive landscape, and industry sizing analyses in preparation of client pitch books.

ACADEMIC CREDENTIALS

Education – MBA (Accounting and Finance) | IBS | 2010

BBA, Delhi University | 2008

PERSONAL DOSSIER

- **Languages Known:** English & Hindi

~References and other documents available upon request~