

GUNJAN P KHANTED

Phone: (+91) 9743410458 | Email: the.gunjan.khanted@gmail.com | LinkedIn: [gunjan_khanted](#)

EDUCATION

Chartered Financial Analyst(CFA): Candidate Level II

Bachelor of Commerce (B. Com), **Shri Ram College of Commerce (SRCC)**

Grades: 8.88/10

New Delhi, India

May 2023

University of Delhi Topper in Year 2 (Rank 1): 100% in 10 out of 13 subjects including Data Analysis, Economics etc.

ISC, St. Joseph's Boys' High School

Grades: 98.25/100

Bangalore, India

Mar 2020

School Topper (Rank 1): Awarded All-rounder, Cultural Secretary, Logistics Head in MUN and event head in Commerce fest.

WORK EXPERIENCE

HSBC: Analyst, Treasury Institutional Sales

Gift City, Gujarat

Dec 2024 - present

- Executed G10 pricing in **FX spot and forwards**, enabling corporates to hedge currency mismatch.
- Designed a dashboard on **Bond Forward Rate Agreements** to assess OIS margins and manage customer level concentration risk.
- Devised a **Bond Pricer** to compute illiquid bonds yields in real time to evaluate **trading strategies** and further sell down for clients.
- Circulated essential insights on FX moves, benchmark reports, NDF levels and news from **Bloomberg and Reuters**.

HSBC: Associate Relationship Manager

Bengaluru, India

Sectors: Real Estate, NBFC-MFI, IT, and E-Commerce – AUM \$890 Mn and \$15 Mn Revenue

Aug 2023 - Nov 2024

- Charted covenants for a **share buyback of \$230M** for an IT firm and sponsors - **Carlyle Group, Bain Capital and Advent**.
- Structured debt funding for **merger & acquisition and hedging** via currency swap for **Warburg Pincus** and portfolio companies.
- Formulated **pitch decks** for issuance of Real Estate Investment Trusts and NCDs for **Sattva, Embassy with Blackstone**.
- Constructed **credit proposals and valuation models** for senior acquisition debt of IT companies, securing bookrun mandate for IPO.
- Syndicated a macro model and **investment analysis for leveraged buyouts** of BPOs and IT firm driving wallet share growth.
- Crafted an **underwriting model** for lease rental discounting, construction and land financing for **RMZ, Prestige, Maple tree**.
- Supervised a **Receivable Finance of \$100M across 9 countries** acquiring new accounts and expanding in emerging markets.
- Sanctioned a **\$150M** solar construction project by building **valuation and sensitivity models** on macro and asset research analysis.
- Expanded the NBFC portfolios investment horizon by shaping spaces of Pass-through certificates, direct assignments and more.
- Optimized risk-weighted assets of portfolio via **monitoring financial risks** and generated customer risk rating for robust assessment.
- Led customer acquisition via leveraging **data analytics** to bank with an existing client's vendors, customers and stakeholders.
- Awards:** Annual recognition in FY24-25 and quarterly medal in Mar'24 for outstanding performance in deal executions.

SWIFT (Backed by Kalari Capital): Business Analyst Intern

Bengaluru, India

Sectors: E-commerce, Shipment aggregators, Logistics, Packaging

Jun 2022 - Aug 2022

- Increased **revenue by 10%** by piloting a **financial model** on liability insurance product to E-commerce suppliers on 4 parameters.
- Built a google dashboards and **data framework** to identify operational gaps across the supply chain on historic data.
- Improved delivery rate by **5%** above industry average via address verification, pin code **serviceability matrix** and tele-calling.

LEADERSHIP POSITIONS

180 Degrees Consulting, SRCC : World's largest university consulting 150+ branches, 40+ countries

New Delhi, India

Consulting Director:

Jan 2023 - May 2023

- Clothing:** Stakeholder & 7Ps analysis to increase website traffic by 30%, **cart conversion by 18% and revenue by 40%**.
- Wildlife NGO:** Streamlined volunteering & donor network in 20 countries & turtle nest monitoring, reducing poaching by 35%.
- FMCG:** Engineered business model obtaining 10% market share, prepared market entry model, survey analysis, peer optimizing.
- Conducted **PR workshops** for 60 students, published a **consulting podcast** with MBB and designed a **consulting comics**.

EXTRA CURRICULARS

- Business Competitions:** Won 1st place in - Policymaking, Equity stock pitch and market simulation, consulting, Symposiums.
- Research:** Published a research paper in Strides Journal, by SRCC with ISSN Paris on **Analyzing the Underperformance of IPOs**.
- Social Service:** Project Asha, launched by Arun Jaitley, **educating factory laborers** on govt scheme, financial digital use Prabhaav Foundation, Matrix for **waste management** optimization, generation of carbon credits and CSR sustainable model.
- Family Business:** Launched new product, a premium shirt category increasing revenue by 10% and reducing cost per unit by 4%.
- Cultural:** Student Union head in 2023, Street Plays, Rock climbing, Piano and Cooking.