

RAJUL JAIN

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WORK EXPERIENCE

Senior Analyst, July 2018 – Present

Analyst, July 2017 – June 2018

Leveraged Growth, Kolkata

- Helped set-up the research desk and on-board the seed team
- Directly collaborated with various teams in an asset management firm for:
 - Synthesizing and writing periodic research reports and result updates, after critically examining company financials and management commentary for various companies across 12 industries
 - Conceptualising and creating 30-60 page thematic research reports, covering Media & Entertainment, Pharma and Consumer Durables industries
 - Updating and maintaining valuation models – using both absolute and relative valuation methodologies
 - Updating macro-economic reports and keeping track of various metrics
- Building and maintaining client relationships and communications, as well as investor relations
- Conducted valuation exercises for start-ups in the SaaS, Cyber-security, and Media & Entertainment industries, who have collectively raised over \$1 million in seed and pre-seed funding

Skills acquired: Equity Research, Forensic Analysis of Financial Statements, Model Building for Equity and Debt Valuation, Deal Evaluation, Deal Sourcing, Market Research for Start-ups, People & Team Management, Complex Problem Solving, Multi-disciplinary Thinking, Client Relationship Management, Investor Relationship Management

Consultant, November 2017 - March 2018

Riper Valley, Kolkata

- Worked on building an automated MS Excel MIS system for a large conglomerate's finance dept.
- Independently built DCF financial valuation models and Investment Memorandums for:
 - A digital wallet start-up looking to raise seed-funding
 - A SaaS based trucking company, looking to raise seed funding

Skills acquired: Market Research for Start-ups, People & Team Management, Building an Investment Thesis, Advanced Excel, Excel based Automation using Power BI Tools, Valuation for Start-ups

Financial Analyst, January 2017 - September 2017

TresVista Financial Services, Mumbai

- Collaborating actively with a US-based Asset Management Company (AUM- \$34.5bn)
 - Preparing and updating valuation models for ~30 NYSE and NASDAQ listed BDCs and REITs
- Providing deal support for a Private Equity firm (AUM- \$2bn)
 - Conducting primary and secondary research on various niche industries
 - Valuation of public companies using financial models and relative valuation methodologies
- Experience in operating databases: Bloomberg, S&P Capital IQ, FactSet, Thomson Eikon, PitchBook
- Passed more than 8 modules as part of a professional development program with TresVista, obtaining 6 credits within a quarter, the most for any analyst in the team

Skills acquired: Equity Research, Deal Evaluation, Market Research for Start-ups, Client Relationship Management, Relative Valuation Models such as GPC and GTC, Team Work, Working under Deadlines, Database Operation, Attention to Detail, PE Deal Sourcing

QUALIFICATIONS

Chartered Financial Analyst®, Charter Pending, CFA Institute, U.S.A.

June, 2019

Certified Management Accountant®, Certification Pending, IMA, U.S.A.

April, 2018

Graduation, B.COM. (H), Jadavpur University, SGPA 9.0/10

2016

CLASS-XII, Mahadevi Birla World Academy, C.B.S.E., 92.5%

2013

ACHEIVEMENTS AND EXTRA-CURRICULARS

Volunteering

- Associated as a Volunteer Teacher with “Ek Tara”, an NGO working towards improving the quality of education for under-privileged girls, to teach various subjects to Classes 4-6
- Active Volunteer Member at the CFA Society India, Kolkata Chapter
- 2015-2016: NSS Member, worked for underprivileged children below 10 years in Kolkata

Public Speaking & other achievements

- Recipient of a 100% Scholarship for taking the CMA (USA) examinations, 2016
- Secured 2nd Runner-up position, nationally in IMA National Student Case Study Competition, 2016
- Participated in multiple MUNs as a delegate at the intra-city, undergraduate level
- Won various awards in inter-college B-Plan Competitions, Quizzes and Debate Competitions