



Education: 2010 –2012	HERTIE SCHOOL OF GOVERNANCE Berlin, GERMANY Master of Public Policy, specialization Public Management and Economic Policy <ul style="list-style-type: none"> • Coursework: Health Policy and Welfare States, Change Management, Policy Analysis, Science Technology & Public Policy, Currency Crisis and Asian Financial Markets, Macro and Micro Economics, Public Management, Statistics and Analytics, Public Private Partnership, Asian Economic Development • Master Thesis: Regulatory framework for mobile health applications https://www.dropbox.com/s/pe0ie8v2j6h33vb/Rajinder-Arora-MPP2012-Master%20Thesis.pdf
2011 – 2012	UNIVERSITY OF TOKYO Tokyo, JAPAN Graduate School of Public Policy Selected on JASSO scholarship as one of the only exchange students from Germany to study one semester abroad in Japan.
2004 –2008	INDIAN INSTITUTE OF TECHNOLOGY Guwahati, INDIA Bachelors (Honors) in Design, May 2008 <ul style="list-style-type: none"> • Rank 1 in 7th semester, GPA 8th Semester 9.43/10 • Coursework: Algorithms, Software Engineering, Probability and Statistical Inferences, Queuing Models for Performance Analysis, User research and contextual enquiry, Advanced Physics, Advanced Calculus, System Analysis & Design, Design Management & Professional Practice
Professional Experience: 6/2012-Present	Crosspoint Advisors Tokyo, JAPAN Japan's leading independent financial advisory firm MERGERS AND ACQUISITIONS ANALYST <ul style="list-style-type: none"> • Presently working on buy-side M&A assignments as the directly responsible individual for Indo-Japan corridor at the firm. Role includes including analysis and evaluation of transactions, structuring & negotiation of transactions and closure of transaction with documentation & compliance etc. • Working across all sectors ranging from infra, energy, pharma, TMT, healthcare, consumer, automotive and entertainment • Knowledge of valuations principles and adept in performing valuation exercises like DCF, Relative Valuation • Investment idea generation, researching on potential targets by studying financial statements, finding out the strategic fit for the merger or acquisition <p><i>Crosspoint Advisors was started by President of Lehman Brothers Japan after its bankruptcy and other individuals who have been M.D investment banking Goldman Sachs in Japan, Vice Chairman of J.P. Morgan's Investment Banking Department in Japan, Vice Chairman of Global Banking at Deutsche Securities Inc, , and many more. For details check http://xpoint.jp/theFirm/people</i></p>
6/2011-7/2011	ITU – A UNITED NATIONS AGENCY Geneva, SWITZERLAND International Telecommunication Union - (Policy and Strategy Department) E-HEALTH STRATEGY ASSOCIATE <ul style="list-style-type: none"> • Worked on strategic framework for planning, implementing and monitoring ehealth and mhealth ecosystem for all (low, medium and high resource) nations • Assessed the impact of ehealth networks on health insurances industry • Assessed standards, interoperability and cybersecurity for ehealth networks • Worked on investment and strategy components for implementing ehealth vision
	Knowlarity Communications (www.knowlarity.com) New Delhi, INDIA High growth technology firm, innovating price effective telephony technologies

2/2010 -7/2010	Sr. Associate within Research and Design <ul style="list-style-type: none"> Formulated delivery mechanism of technologies providing real-time analytic monitoring of school lunch program for million of children across India Evaluated performance of existing product suite; won sr. management approval for a plan to revamp user experience of critical applications (www.ercc.in) Firm got funded by Sequoia Capital
7/2008 -1/2010	Compassites (http://compassitesinc.com) Bangalore, INDIA Consulting Firm operating in spheres of Corporate Governance, Risk & Compliance Associate within Governance, Risk and compliance Division <ul style="list-style-type: none"> Collaborated with Indian Government officials to create the design of real-time grievance monitoring and risk management system for the state of New Delhi, (www.odondo.com) Developed a structured framework to get a uniform basis for the assessment of codes of conduct of 50 global companies which later helped us to develop several learning modules on business ethics for corporate clients. Entrepreneurially managed the operations of New Delhi office of the firm.
Internships 10/2010 -4/2011	University of Applied Sciences for Engineering and Economy Berlin, GERMANY TECHNOLOGY ARCHITECT AND MARKETING STRATEGIST <ul style="list-style-type: none"> Owned the implementation for an e-learning course – CSR Comm. Management Completely managed the Moodle LMS to deliver this course (www.csr-communications.org)
5/2007 -7/2007	ROSEN SPADEMAN ENTERPRISE Basel, SWITZERLAND A technology media company working in areas of education and entertainment RESEARCH ASSOCIATE (SUMMER INTERNSHIP) <ul style="list-style-type: none"> Swiss Art Council invited me to live in Basel and work with technology artists Created information architecture of project website and several concepts for various other competitions
Awards & Leadership:	<ul style="list-style-type: none"> Recipient of Rs 40,000 school scholarship and full tuition waiver for 2 years Selected among top 2 per cent (4000 out of 200,000) of candidates throughout India to study for 4 years at India's preeminent technology institute Semi Finalist, Business Plan Competition sponsored by Harvard Business Review Shortlisted for "Young Students Change the World", a 12-day Forum at United World College, India
Skills:	<ul style="list-style-type: none"> Expert in STATA, Microsoft Word, Advanced PowerPoint, Visio, Advanced Excel, In-depth knowledge of CMS, HTML, CSS, Moodle, Learning Management Systems, and social media technologies Highly competent with Internet forensics, data mining, reporting tools and analytics Languages: English (Expert), Hindi (native), German (basic), Japanese (basic) GRE – 790/800 (Quantitative), 5/6 (Analytical Writing)
Interests:	<ul style="list-style-type: none"> Value investing, ICT and innovation, M&A, Private Equity, Negotiations