# Nirmal Desai

• Jersey city, NJ • 973 563 7338 • Nirmal.D@mailmywork.com • [LinkedIn](LinkedIn)

## SUMMARY

- Finance professional with 5+ years of experience supporting forecasting, budgeting, and performance analysis across annuity, retirement, and capital markets portfolios.
- Built and maintained detailed **DCF, 3-statement modeling** to evaluate product pricing, investment proposals, and revenue strategies, influencing capital decisions across portfolios exceeding $70M.
- Led **variance analysis and cost attribution reviews**, uncovering ~$750K in spend inefficiencies and enabling corrective actions through pricing resets and interdepartmental chargeback revisions.
- Automated recurring workflows u sing **Excel Power Query, SQL, and VBA**, reducing close cycle timelines and enhancing accuracy in revenue recognition, reconciliation, and fee reporting processes.

## EXPERIENCE

**Principal Financial |** Financial Analyst                                               **Oct 2023 - Current**

- Built and maintained DCF models to evaluate fee-based product enhancements and distribution initiatives, directly supporting capital deployment decisions across proposals valued at $6M.
- Conducted variance analysis on admin cost, fund-level expense ratios, and plan profitability, surfacing ~$470K in leakage and contributing to repricing strategies for two mid-market product lines.
- Developed forecasting logic using trend-based drivers across AUM inflows, surrender activity, and fee yield shifts, improving short-term plan-level revenue projections by 13%.
- Partnered with annuity pricing and actuarial teams to model breakeven points and risk exposure under interest rate fluctuations, supporting hedge reallocation during Q1 rate hikes.
- Automated asset-fee reconciliation workflows using SQL and Power Query, reducing close cycle by 3 days and increasing reconciliation precision across four internal reporting streams.
- Delivered monthly financial decks to segment finance leadership with inputs on contribution margin variance, spread compression impact, and performance to plan across $70M in managed assets.
- Reviewed GAAP-aligned treatment of deferred commissions, clawback schedules, and earned premiums, ensuring clean audit trails and accurate cost timing for quarterly disclosures.

**Adons Softech |** Sr. Financial Analyst                                               **Mar 2019 - Jul 2022**

- Designed Excel-based **return models** for IPO and private placement mandates, including payout waterfalls, dilution scenarios, and equity bridge analysis, supporting pitch decks for $5M in capital raises.
- Created a dynamic **fee optimization calculator** using Excel data tables and scenario toggles to model syndicate splits, legal cost assumptions, and break-even thresholds across deal types.
- Consolidated multi-department budget inputs using Excel Power Query and VBA-based automation, reducing manual consolidation time by 70% during annual planning cycles.
- Conducted internal **cost attribution analysis** across ECM, DCM, and M&A teams, identifying $320K in overlapping vendor charges and initiating chargeback revisions for shared services.
- Built quarterly **client wallet share dashboards** in Power BI, integrating CRM, billing, and product penetration data to flag under-penetrated accounts worth $6.4M in untapped potential.
- Collaborated with coverage bankers to build Excel-based **comparable company and precedent transaction analysis**, standardizing valuation comps used in 10+ live books.

## TECHNICAL SKILLS

**Financial Analysis & Modeling:** Financial Modeling, DCF Valuation, Sensitivity Analysis, Budgeting & Forecasting, Investment Analysis, Variance Analysis, Cost Accounting, Scenario Planning, Credit Risk Analysis, Corporate Finance, Portfolio Management, Trend Analysis, Financial Reporting

**Data Analytics & Business Intelligence:** SQL, Python, R, Power BI, Tableau, Looker Studio, Google BigQuery, KPI Dashboards, Data Visualization, A/B Testing, Regression Analysis, Predictive Modeling, Statistical Analysis, Data Mining, ETL Pipelines

**Programming & Automation:** Python, R, VBA, Macros, Scripting, Data Warehousing, Data Migration, Statistical Modeling

**Financial Systems & Enterprise Tools:** SAP, Oracle EPM, Hyperion, NetSuite, Intacct, Anaplan, BlackLine, Workday Adaptive Planning, PeopleSoft, Cognos Analytics, TM1, Essbase, SAS Financial Management

**Data Engineering & Processing:** Snowflake, PostgreSQL, MySQL, MS SQL Server, MongoDB, Data Cleaning & Wrangling

**Development Tools & Platforms:** Visual Studio Code, Jupyter Notebook, GitHub, Jira, MS Access, MS Word, PowerPoint, SharePoint, MS Project, MS Excel, Agile, SDLC

## EDUCATION

**New Jersey Institute of Technology**                                               **Newark, NJ**

Master of Science in Computer Science                                               May – 2024