

## SUMMARY

A **critical thinker** and a **dedicated individual** experienced in client interactions, project management, product presentation and customer satisfaction while having **leadership & team building** ability with an aspiration to build an insightful career through learning and by taking responsibility.

## PROFESSIONAL EXPERIENCE

### Real Estate Dealer

Jul '20 - Present

#### Lodha Sales

Udaipur, Rajasthan

- Lead generation using local classifieds and online platform
- Client meeting and site visit
- Managing client relationship through follow ups
- Documentation and payment collection
- Project Management

### Summer Intern as Financial Analyst

Apr '19 - May '19

#### IIFL Securities Limited

Mumbai, Maharashtra

- Reading and understanding the outcomes of the Analyst's/Investor's Con Call
- Performed **fundamental analysis** on various companies
- Managed and restructured the securities portfolio of **75 clients** using Ace Equity and Mutual Funds Software
- **Recommended** clients to invest the cash, generated from sale of stock, in **IIFLPMS: A Portfolio Management Service**

## EDUCATION

### PGDM (Finance)

Jul '18 - Mar '20

#### Great Lakes Institute of Management

Gurgaon, Haryana

- 25th All India Rank in Dare2Compete **Fast Forward**, IIM Bangalore
- Member of Crest 8.0 (Chrysalis), Annual Management Festival
- Member of Great Lakes college cricket team

### Bachelors of Commerce

Jun '14 - Mar '17

#### University College of Commerce and Management Studies, MLSU

Udaipur, Rajasthan

## Academic Projects

- Preparation of a **Financial Model** to ascertain the financial health and performance of various companies across 3 industries - **Automobile, FMCG** and **Jewelry**
- **Market analysis** of the brand **Licious** by undertaking **primary** and **secondary research**
- Analyzed **FMCG** sector and drew insights on the financial performance of **Dabur India** for 5 years
- **Studied** and **analyzed** the **Financial Statements** and **Ratios** of 5 companies in **Cement Industry**

## CERTIFICATIONS

- **Beginner's Trading Certification** from Internshala Trainings
- Certificate of Appreciation for **Best Student** at The Institute of Computer Accountants
- Certificate in **Computer Accountancy** from The Institute of Computer Accountants
- **'A'** Certificate Examination (NCC) under the Ministry of Defense, Government of India

## SKILLS

- MS Office: **Word, Excel** and **PowerPoint**
- Computerized accounting using **Tally ERP9**
- Data Analysis
- Data visualization

## INTEREST AND HOBBIES

- **Cricket**: participated in various Training camps and District Level Tournaments
- Gardening