

Senior Member - Industry Relations Committee	Team Management – 7 Analysts	Excellence Award - Industrial Project
<b>WORK EXPERIENCE &amp; INTERNSHIP</b>		
<b>Visionet Systems Private Limited</b>	<b>Manager Strategy &amp; Analytics</b>	<i>Jun '19 – Present</i>
<b>Program Management: Org level margin improvement through cost control, budgeting and governance</b>		
<ul style="list-style-type: none"> <li>Successful delivery of project by improving net margin by <b>20 percentage points</b> within 90 days of program inception</li> <li>Budget planning and placement of tracking mechanism for all the expenses being incurred across verticals for cost optimizations</li> </ul>		
<b>Program Management: Inception and expansion for ODC in BFSI</b>		
<ul style="list-style-type: none"> <li>Created a go to market (GTM) strategy to diversify and expand into the ODC mortgage business</li> <li>Placed tracking mechanism on the inside sales team to track performance and to analyse primary feedback from customers</li> </ul>		
<b>Team Management: Managing a team of 7 analysts and insuring Sales governance, Insights generation and Strategic reporting</b>		
<b>Project Management: Staff Forecasting &amp; Revenue Projections   Process Excellence   BCP   Client Analysis   Pricing Analysis</b>		
<ul style="list-style-type: none"> <li>90-day forward <b>staff forecasting &amp; revenue projections</b> to keep resource fulfilment in line with the incremental revenue</li> <li>Daily tracking of client level incoming volumes, inventory level, production rate, resource availability and cash flows under BCP plan</li> <li>Vendor Expense reduction through identification of pricing negotiation opportunities with clients and vendors</li> <li><b>Corporate presentations and action plan on key client profitability, Sales process placement and Sales governance</b></li> </ul>		
<b>Business Diversification Planning &amp; Market Research – IT &amp; BPM services   US Auto Lending and Credit Card Market</b>		
<ul style="list-style-type: none"> <li>Identification of businesses with high synergy and high growth potential   Cost benefit analysis   NPV   IRR   Future sustenance</li> <li>Forming Business Case, Benchmarking, Analyzing challenges, cross selling and upselling opportunities for the existing clients</li> </ul>		
<b>J.R. Laddha Financial Services Ltd.</b>	<b>Investment Banking Analyst</b>	<i>Apr '18 – Jun '18</i>
<ul style="list-style-type: none"> <li>Prepared <b>financial models</b>, performed <b>valuation</b> and forecasted EBITDA for a media broadcasting app and a senior living project</li> <li>Performed preliminary <b>Industry and peer analysis</b> of incoming deals for companies in Senior living space and Print media</li> </ul>		
<b>Bharat Heavy Electricals Limited Bhopal</b>	<b>Engineering Trainee</b>	<i>Jun '15</i>
<ul style="list-style-type: none"> <li>Industrial tour of the water turbine division, walk through by division head on RFP, Prototyping and Order Procurement Process</li> </ul>		
Major Electives	Strategic Consulting; M&As; Social Media Strategies & E-business; Financial Reporting, Analysis & Valuation	
Courses/Skills	Advanced Excel; PowerPoint; SQL; Product Management; Brand Management; SPSS; SCM	
<b>EDUCATIONAL QUALIFICATIONS</b>		
PGPM	IIM Indore	2019
B.Tech, Mechanical	MANIT, Bhopal	2017
Class XII, UP Board	Sacred Heart Inter College Sitapur, UP	2012
<b>ACADEMIC &amp; CO-CURRICULAR ACHIEVEMENTS</b>		
<ul style="list-style-type: none"> <li>Scored <b>1<sup>st</sup> Rank</b> in <b>operations management</b> and <b>game theory</b> and its applications in a class of <b>73</b> students</li> </ul>		2018
<ul style="list-style-type: none"> <li>Won <b>academic excellence award</b> for ranking <b>1<sup>st</sup></b> in Industry interface program</li> </ul>		2018
<ul style="list-style-type: none"> <li>Awarded <b>3<sup>rd</sup> prize</b> in elocution competition conducted by <b>Central Bank of India</b> in campus</li> </ul>		2017
<b>PROJECTS</b>		
Academic Projects	<b>M&amp;A: Flipkart – Walmart deal analysis from Investor’s Perspective</b>	<i>Nov '18</i>
	<ul style="list-style-type: none"> <li><b>Synergized valuation</b> analysis of Flipkart as an investor; Comparative <b>ROI analysis</b> for exiting investors</li> </ul>	
	<b>Strategic Perspective in Social Media &amp; E-Business: Analyzing E-business</b>	<i>Oct '18</i>
<ul style="list-style-type: none"> <li>Analyzing <b>pricing strategies</b>, business model, social media initiatives, and competitive landscape of Netflix</li> </ul>		
Live Projects	<b>Implementing Branding Strategies in B2B: Minimac Systems Pvt. Ltd.</b>	<i>Mar '18</i>
	<ul style="list-style-type: none"> <li>Branding of Oil flushing equipment among Oil, Gas and Power companies in India and Global markets</li> <li>Planning competitive <b>messaging strategies, designing brochures and restructuring the website content</b></li> </ul>	
	<b>Equity Analysis and Reporting, Investorwhiz.com</b>	<i>Mar'18</i>
	<ul style="list-style-type: none"> <li>Stock Briefs: Preparing equity research reports with fundamental and technical analysis for various stocks</li> </ul>	
	<b>Risk in Asset Reconstruction, Distressed Assets business, Edelweiss</b>	<i>Mar '18</i>
<ul style="list-style-type: none"> <li>Trend and Future Risk Analysis   Market Opportunities analysis with changing regulations   Recommendations</li> </ul>		
<b>POSITIONS OF RESPONSIBILITY and EXTRA-CURRICULAR ACTIVITIES</b>		
IIM Indore, Mumbai Campus	<b>Senior Member, Industry and Alumni Relations Committee, IIM Indore</b>	<i>June '18 – Mar'19</i>
	<ul style="list-style-type: none"> <li>Regularly networked with highly experienced <b>industry experts</b> (CXO's/Domain Experts) from across industries</li> <li>Organized guest lectures, conclaves, placement training session for overall development of students</li> </ul>	
	<b>Junior Member, Investurn - Finance Club, IIM Indore</b>	<i>Aug '17 – Mar'18</i>
<ul style="list-style-type: none"> <li>Organizer – Financial conclave; Case Competitions; <b>Editor &amp; Designer</b> – “The Financial Quarterly” Magazine</li> </ul>		
MANIT, Bhopal	<b>Co-Ordinator, Robotics Event, TechnoSearch'14, NIT Bhopal</b>	<i>Apr '14 – Apr '14</i>
Marathon	<b>Event Management, I-Run Annual Marathon, IIM Indore Mumbai Campus</b>	<i>Nov'17</i>