

Senior Member - Industry Relations Committee		Team Management – 7 Analysts		Excellence Award - Industrial Project	
WORK EXPERIENCE & INTERNSHIP					
Visionet Systems Private Limited		Manager Strategy & Analytics			Jun '19 – Present
Program Management: Org level margin improvement through cost control, budgeting and governance					
<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>					
Program Management: Inception and expansion for ODC in BFSI					
<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>					
Team Management: Managing a team of 7 analysts and insuring Sales governance, Insights generation and Strategic reporting					
Project Management: Staff Forecasting & Revenue Projections   Process Excellence   BCP   Client Analysis   Pricing Analysis					
<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>					
Business Diversification Planning & Market Research – IT & BPM services   US Auto Lending and Credit Card Market					
<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>					
J.R. Laddha Financial Services Ltd.		Investment Banking Analyst			Apr '18 – Jun '18
<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>					
Bharat Heavy Electricals Limited Bhopal		Engineering Trainee			Jun '15
<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				
EDUCATIONAL QUALIFICATIONS					
PGPM		IIM Indore		2019	
B.Tech, Mechanical		MANIT, Bhopal		2017	
Class XII, UP Board		Sacred Heart Inter College Sitapur, UP		2012	
ACADEMIC & CO-CURRICULAR ACHIEVEMENTS					
<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><li>Won <b>academic excellence award</b> for ranking <b>1<sup>st</sup></b> in Industry interface program</li><li>Awarded <b>3<sup>rd</sup> prize</b> in elocution competition conducted by <b>Central Bank of India</b> in campus</li></ul>				2018	
				2018	
				2017	
PROJECTS					
Academic Projects	M&A: Flipkart – Walmart deal analysis from Investor’s Perspective				Nov '18
	<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>				
	Strategic Perspective in Social Media & E-Business: Analyzing E-business				Oct '18
	<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	Implementing Branding Strategies in B2B: Minimac Systems Pvt. Ltd.				Mar '18
	<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</b>, <b>designing brochures</b> and <b>restructuring the website content</b></li></ul>				
	Equity Analysis and Reporting, Investorwhiz.com				Mar'18
	<ul style="list-style-type: none"><li>Stock Briefs: Preparing equity research reports with fundamental and technical analysis for various stocks</li></ul>				
	Risk in Asset Reconstruction, Distressed Assets business, Edelweiss				Mar '18
	<ul style="list-style-type: none"><li>Trend and Future Risk Analysis   Market Opportunities analysis with changing regulations  Recommendations</li></ul>				
POSITIONS OF RESPONSIBILITY and EXTRA-CURRICULAR ACTIVITIES					
IIM Indore, Mumbai Campus	Senior Member, Industry and Alumni Relations Committee, IIM Indore				June '18 – Mar'19
	<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>				
	Junior Member, Investurn - Finance Club, IIM Indore				Aug '17 – Mar'18
	<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	Co-Ordinator, Robotics Event, TechnoSearch'14, NIT Bhopal				Apr '14 – Apr '14
Marathon	Event Management, I-Run Annual Marathon, IIM Indore Mumbai Campus				Nov'17