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## EXECUTIVE SUMMARY

- A competent professional having cross-cultural experience in Construction, Execution and Financial Data. Key Business development, acquisition of new clients, client servicing, Operations Management, Price Mapping and Relationship Management are the keywords elaborated further.
- Skilled at managing teams to work in sync with the set parameters & motivating them for achieving individual & business goals.
- Pivotal role in Execution as per Design Module, MIS Report.
- Accomplished career track known throughout the industry for delivering and sustaining revenue and profit gains.
- Exceptional communication with a consultative sales style, strong negotiation skills, exceptional problem-solving skills and a keen client need assessment aptitude.
- Maintaining top-line and bottom-line growth consistently.

## SCHOLASTICS

- MBA (FINANCE) from Rustomjee Business School, Mumbai with an aggregate of 77 %, June 2019.
- Certification in Financial Markets (NCFM) (Insurance Module), Mumbai with an aggregate of 79 %, July 2019.
- Certification from National Institute of Securities Market NISM (Series 8), Mumbai with an aggregate of 78 %, June 2018.
- Bachelor of Engineering (CIVIL) from St. John College of Engineering and Technology, Mumbai with an aggregate of 66 %, March 2012.
- Higher Secondary Education (science) from Maharashtra Board with an aggregate of 58 %, Feb 2007.
- Secondary School Certificate from Maharashtra Board with an aggregate of 68 %, March 2005.

## EMPLOYEMENT CHRONICLE

**Oct-2019 till April-2021 Analyst with K D Practice Pvt Ltd**

### Key Deliverables

- Examine and evaluate the adequacy, effectiveness and efficiency of the organizations' internal control systems & recommend practical solutions to improve operations, enhance internal controls and reduce costs where possible.
- Develop MIS documentation to allow for smooth operations and easy system maintenance.
- Develop MIS system for customer management and internal communication
- Generate periodic MIS reports as needed understand customer problems and provide appropriate technical solutions.
- Coordination and interaction with client for understanding the business Conduct internal audits to assess the adequacy, effectiveness and efficiency of the established internal controls and procedures.
- Identify root cause and financial impact of audit findings and suggest practical recommendations.
- Identify key areas of risk within the organisation and propose appropriate controls to mitigate the risks.
- Discuss audit findings and recommendations with line managers and report significant issues to senior management.

### **May-2018 till July -2018 Summer Internship with Quantum Global Securities Ltd (Share Broking & Financial Advisory Firm)**

#### **Key Deliverables**

- Advising Clients with regards to their trading & investment in Equity, Derivatives, Options & Future Market.
- Responsible for revenue generation through cross-selling of Equity, Mutual Funds & other asset classes.
- Keep self-updated on Market outlook and product knowledge.
- Develop and maintain a long term relationship with customers and focus on generating new business.
- Responsible to generate brokerage primarily through advising clients on their equity portfolio.
- Keeping the clients updated on their trading orders.
- Ensuring all the activities are in adherence as per compliance and risk.

### **January-2018 Sales Associate (Trainee) with PUMA**

#### **Key Deliverables**

- Assembling and analysis of Stock.
- Analysis of sales to customers (% of product delivery / fulfilment of the billing target)
- Analysis of more and less sold products / Price analysis.
- Competitor analysis.

### **May-2014 till June-2016 Site Engineer with Shree Ostwal Builders**

#### **Key Deliverables**

- Control and maintain quality of execution (G+3, 6-residential building) as per desired standards.
- Achieve the project timelines and milestones as per the project schedule.
- Take up cost and budget management of the project, ensure the project is delivered within the budgeted costs.

- Review Design and Drawings, BoQs and other project documentation and value add on the required areas.
- Plan and Prepare project schedules and update as per project requirements.
- Managing Vendors, PMCs, Consultants and other Internal and External Stakeholders.
- Thorough understanding of high end services of modern building projects.
- Good communication skills with the ability to network with project members, consultants, contractors, and statutory agencies with consummate ease.

## **Nov-2012 till May-2014 Jr. Engineer with 7/11 Construction Company**

### **Key Deliverables**

- Control and maintain quality of execution (G+3, School building) as per desired standards.
- Achieve the project timelines and milestones as per the project schedule.
- Take up cost and budget management of the project, ensure the project is delivered within the budgeted costs.
- Review Design and Drawings, BoQs and other project documentation and value add on the required areas.
- Plan and Prepare project schedules and update as per project requirements.
- Managing Vendors, PMCs, Consultants and other Internal and External Stakeholders.
- Thorough understanding of high-end services of modern building projects.
- Good communication skills with the ability to network with project members, consultants, contractors, and statutory agencies with consummate ease.

### **ACHIEVEMENTS**

- Securing 1<sup>st</sup> Position in MBA(finance).
- Prepared Industry report and ratio analysis for TVS Motors and Rainbow Paper Industry, Ratio Analysis of Reliance Industries Limited.
- Reviewed the book 'Small Wonder-the making of the Nano, to present the human conviction, teamwork, hard work, commitment, sacrifices and leadership in the book. New Product development for PepsiCo.
- Studied the operations of 4 companies (Nipra Packaging Ltd, Parle-G, Min Toy factory, Bombay Rayon Fashion Ltd) on an industrial study tour to Silvassa and made an IV Report
- Factory Simulation activity to understand the basic operations, process and cost factors for a manufacturing company.
- Participated in Government Campaign "Swachchathon"-operation and maintenance of school toilets.

### **PERSONAL DOSSIER**

<b>Date of Birth</b>	:	14 <sup>th</sup> January, 1990
<b>Address</b>	:	C/210 Anurag CHS, RNP Park, Bhayander(E) Mumbai-401105
<b>Languages</b>	:	English, Hindi, Marathi
<b>Computer</b>	:	MS Office, Google cloud
<b>Gender</b>	:	Male
<b>Interests</b>	:	Travelling, Listening to Music, Sports
<b>Marital Status</b>	:	Married