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Global Citizen Leadership (GCL)

To evolve a cost-effective innovative business Strategy for a small-scale ceramic studio.

1. Proposed to enter a new B2B segment offering new business opportunity (Hotels, Spa, Restaurant)
2. Developed a new revenue stream by implementing in house ceramic workshops subsequently creating a **double whammy**.

Key Learnings:

Stakeholder Mapping, Process
 Standardisation, Financial Analysis

ACADEMIC PROFILE	
2024	CGPA - 7.4/10 PGDM-Business Design, WeSchool, Mumbai
2021	CGPA - 6.52/10 MA-Economics, Mithibai College, Mumbai
2019	CGPA - 6.11/10 B. Com, Mithibai College, Mumbai
2016	82.15 % HSC, The BSGD's Jr College, Mumbai
2014	82.00 % SSC, Carmelite Convent English High School, Vasai

DOMAIN SKILLS:

- Financial Modelling
- Fundamental Analysis
- Portfolio Analysis
- Data Analytics
- Risk Management

TECHNICAL SKILLS:

- MSOffice-Excel, Word, PowerPoint
- UI/UX- User Interface & Experience
- Power BI (Basic)
- Alteryx (Basic)

SOFT SKILLS:

- Analytical Thinking
- Decision Making

CERTIFICATIONS

- Advanced Valuation and Financial Modelling – The Valuation School
- Bloomberg Market Concepts
- Investment Banking – Finlatics
- Product Associate – CATKing

LANGUAGES: English, Hindi, Marathi

HOBBIES: Painting (Fabric), Quilling

Neha Khokhani [PGDM Business Design 2022-2024]

Major Concentration: Design Thinking, Strategy and Consulting

Functional Concentration: Finance

SUMMER INTERNSHIP PROJECT (SIP)

2 months

Mavericks Business and Market Research Pvt. Ltd. | Research Analyst Intern

May – Jun 2023

- Created **25** comprehensive **company profile reports** utilizing a **top-down approach**.
- Gathered and **analyzed data** from a variety of sources, including company documents and financial data, SEC/regulatory filings (annual reports, 10-K's, 10-Q's, etc.), industry publications, trade shows, and online data services.
- Executed in dept analysis to identify industry tailwinds, company's operational profit and find out market dept by doing **Trend analysis, SWOT and Porter's Five Forces**.
- Performed **financial statement analysis** by analyzing key financial metrics like **profitability, liquidity and solvency ratios** of the company which assessed the financial health of the company.

SUMMER INTERNSHIP RESEARCH PROJECT (SIRP)

2 months

Alternative Investment Opportunities in Private Equity and Venture Capital

May – Jun 2023

- Understood types of alternative investment options and who are the key players in PE/VC.
- Identified future market trends in the AIFs and innovative opportunities to improve experience.
- Developed and implemented **risk assessment frameworks** for PE/VC investments, including due diligence and portfolio monitoring.

WORK EXPERIENCE (Prior to WeSchool)

8 months

MBA Pathshala LLP | Digital & Content Specialist

Dec 2021 – Jul 2022

- Designed and implemented a standard **MIS** for tracking time utilization within the company and to provide effective **client solutioning**.
- Managed strong relationships with **three industry clients** for their digital strategic plan.

Live Project/ Internship (Prior to WeSchool)

Company & Profile	Work Done	Outcome/Results
Finlatics - Financial Markets Experience Program	•Managed a portfolio that has outperformed BSE 500 .	•Created Equity Research Report on listed companies.
Equity Research	•Monitored the portfolio of more than 10 companies on a stock market simulator.	•Awarded for the Best 5% of Portfolio Management Performances.
(Aug 2021 – Sept 2021)		

Projects Post WeSchool

The Valuation School - Advanced Valuation Cohort (Industry focused)

currently pursuing

- Detailed study on **DCF approach** covering Risk Free Rate, Equity Risk Premium, Beta, FCFF, Growth Rate, Cost of equity, Cost of Debt and **WACC**.
- Practical exposure to manoeuvre **S&P Capital IQ** to extract the data for Valuation and analysis purposes.
- Constructed **BSE 100 Index Valuation model** and prepared the Valuation Report for the same.
- Developing a Financial Model for valuing **Dr. Reddy's Laboratories Ltd.**

Citi Bank Investment Banking Virtual Experience Program

June 2024

- Prepared a **one pager PPT** covering the overview of the target's **business model**, industry outlook and key financial metrics.
- Determined the **appropriate comparable companies** to benchmark against the target by understanding the business models.
- Performed **comparable analysis** using **valuation multiples** and derived the valuation of target using relative pricing.
- Summarized the above findings in a **short email** for the **senior's review**.

RESPONSIBILITIES AND ACHIEVEMENTS

- **Elected** as a **Management Council Member** for the academic year 2023-24
- Secured **5th Rank** in Finomania of Simerations'23 – Nakshatra organized by SIMSREE **Mar 2023**
- **Led a team of 100 Volunteers** for the "100 Santa's Project". **Dec 2019**