

SUDHANSHU RAI

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MBA in FinTech with a solid foundation in financial product distribution, business strategy, and data-driven planning. Certified NISM Mutual Fund Distributor with exposure to portfolio modelling, distributor performance tracking, and sales enablement tools like Power BI and Excel. Demonstrated leadership in driving B2B partner engagement through campus events. Eager to apply analytical and interpersonal skills in supporting the recruitment, training, and development of financial distributors.

WORK EXPERIENCE

- Bajaj Finserv**06/2024 - 08/2024
Finance • Internship
 - Supported investment planning by preparing research reports and analyzing financial data
 - Assisted in portfolio diversification strategies based on market trends
- MVK Networks Pvt. Ltd.**06/2024 - 08/2024
Data Analyst • Internship
 - Built dynamic dashboards in Power BI and automated financial reporting using Python.
 - Provided data-driven insights that improved decision-making across investment partnerships and operations.
- IMARC Services Pvt. Ltd.**07/2022 - 12/2022
Digital Marketing Specialist • Full-time
 - Researched BFSI industry trends across 10+ reports, aiding investor-focused content strategy.
 - Contributed to 20+ data-driven campaigns, reducing cost per lead by 18%.
- Junction Store**05/2021 - 06/2022
SEO Specialist • Full-time
 - Boosted organic visibility by 250% and improved product conversion rate by 5%.
 - Conducted pricing/competitor research for 30+ SKUs to support digital portfolio strategy.

PROJECTS

- Portfolio Management Simulation**

Analyzed and optimized mock portfolios for better alignment with investor goals (15% improvement)
- Financial Modeling**

Built valuation models, improving stock forecasting accuracy by 12%
- Sales Dashboard (Power BI)**

Visualized key sales data to support financial planning and investment decisions.
- Hometown Bank (Startup Model)**

Created a fintech banking model using customer-centric features
- One-Pager Company Profile**

Summarized financial data and metrics for investor briefings

CERTIFICATIONS

- NISM VA - Mutual Fund Distributors**
SEBI Investor Awareness Certificate - NISM
Financial Derivatives and Algorithmic Trading - NSE Academy
Fundamental and Technical Analysis - Varsity, Zerodha
Python and R for Finance - NSE Academy
Analytics For Finance - NSE Academy
Blockchain in FinTech - Antier School of Blocktech

SKILLS

- Business Development Planning
- Client Engagement
- CRM Tools & Digital Campaigns
- Data Analysis
- Excel
- Financial Product
- Mutual Funds
- Power BI
- Python
- Risk Profiling
- Sales Enablement
- Stakeholder Communication
- Strategic Planning
- Territory Development

EDUCATION

- MBA in FinTech**

Chandigarh University
Mohali, Punjab
GPA: 7.7
2023 - 2025
- Bachelor of Technology**

JSSATE
NOIDA, Uttar Pradesh
GPA: 7.2
2017 - 2021
- Intermediate (C.B.S.E)**

S.P.S.E.C
Kanpur, Uttar Pradesh
GPA: 8.02
2016
- Matriculation (C.B.S.E)**

S.P.S.E.C
Kanpur, Uttar Pradesh
GPA: 7.2
2014

LEADERSHIP & INITIATIVES

- Battle of Trader 2.0**

Event Head

 - Managed sponsorships and partnerships with B2B firms in finance and trading.
 - Organized trading simulation and investor education drives for 200+ participants.