Rishav Raman

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SKILLS SUMMARY

- **Tools/Platforms**: MS Excel, PowerPoint, Tableau, Power BI
- **Power Skills**: Team player, Time Management, Adaptability

Work Experience

- **Tata consultancy Services Limited** *August 2022 – May 2023*
  Associate Trainee
  - **Learning Outcomes**:
    - Operated and maintained database within the BFSI global domain to manage medical billing claims and Explanation of Benefits
    - Ensured accurate and timely submission of claims
    - Resolved claim details and rejections promptly
    - Monitored Explanation of Benefits to verify proper payment processing
    - Addressed outstanding balances effectively
- **Jain Farm Fresh Foods Limited** *June 2024 – July 2024*
  Sales Intern
  - **Learning Outcomes**:
    - Conducted detailed market research on HORECA sector product usage and sourcing patterns, focusing on value-added insights
    - Analyzed competitor landscape, identifying market leaders and strategic positioning within the spice industry
    - Presented and successfully pitched Valley Spices to potential B2B clients, securing high-value leads
    - Developed deep insights into supply chain logistics, improving understanding of B2B commerce and procurement process

PROJECTS

- **Financial Statement and Ratio Analysis | LPU** *November 2023 – December 2023*
  - *Conducted in-depth financial analysis of companies' income statements, balance sheets, and cash flow statements for informed investment decisions.*
  - *Calculated and interpreted key financial ratios (liquidity, profitability, solvency, efficiency) to identify potential risks, opportunities, and areas for improvement .*
- **Analysis Of Fast Fashion Companies - Shien & Competitors | LPU** *November 2023 – December 2023*
  - *Conducted a market analysis of Shien and competitors such as Zara, H&M, and Uniqlo, focusing on their business models, pricing strategies, and sustainability efforts*
  - *Performed a SWOT analysis of Shien, identifying strengths like its fast supply chain and weaknesses such as quality issues*
  - *Assessed the economic impact of fast fashion in India, with a focus on employment, consumer behavior, and environmental concerns*
- **Financial Modeling | LPU** *August 2024 – September 2024*
  - *Conducted comprehensive company analysis of Bajaj Finance Limited, learning and applying tools such as financial reporting and forecasting.*
  - *Calculated future cash flow to firms and equity utilizing discounting techniques determine implied share price, equity value, and enterprise value.*
  - *Performed historical analysis and peer comparison assessing Bajaj finance performance against 5 major competitors, providing strategic insights.*
  - *Compiled and presented a detailed investment report evaluating the company's future objectives and potential for share price increase.*
  - *Concluded that investing in Bajaj Finance would generate substantial returns for investors, based on thorough financial analysis and market comparison.*

CERTIFICATE

- Foundation of Project management | Coursera *September 2024*
- Management of Field Sales | NPTEL | IIT Kanpur *February 2024*
- Advance Excel, Tableau and Power BI |CPE-LPU *November 2023*
- International Marketing Foundation | LinkedIn Learning *September 2023*

EDUCATION

- **Lovely Professional University** Jalandhar, Punjab
  Master of Business Administration – CGPA: 6.93 *August 2023 - June 2025*
- **Manipal Academy of Higher Education** Manipal, Karnataka
  Bachelor of Business Administration – CGPA:7.78 *July 2019 – April 2022*