

PIYUSH RANA

INVESTMENT BANKING ASPIRANT AND FINANCE GRADUATE

CONTACT

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PROFILE

Aspiring Investment Banker with strong leadership and problem-solving skills demonstrated through leading sales teams to exceed targets. Skilled in customer relationship management, cross-functional collaboration, and using data-driven tools like Power BI, SQL, Excel, and CRM systems. Certified in Investment Banking, Business Analytics, and Microsoft 365 Copilot technologies with practical knowledge in financial modeling and regulatory compliance.

SKILLS

Power BI, SQL, Excel, CRM Systems
AML/KYC, Risk Management,
Investment Banking Knowledge
Microsoft 365 Copilot Chat,
Generative AI for marketing with
Microsoft 365 Copilot Professional
Certificate
Financial Modelling
Leadership, Communication, Team
Collaboration, Problem Solving

EXPERIENCE

Assisted Sales Representative

Treebo Hotels, Bengaluru | March 2024 – October 2024
Led a sales team of 5-7 members focused on customer relationship management and achieving high conversion rates.
Surpassed sales targets consistently: 130%, 107%, 114%, and 118% in consecutive months.
Collaborated with team members to enhance sales strategies and client satisfaction.

Sales Executive L-2

Nobroker Technologies Solutions Pvt Ltd, Bengaluru | April 2023 – February 2024
Awarded Best Performer for outstanding achievements and quick learning.
Utilized CRM and analytical tools to improve client engagement and conversions.
Worked cross-functionally to meet organizational goals.

EDUCATION

Acharya Bangalore B-School
2020-2023
Bachelor of Business Administration
(Finance)

CERTIFICATIONS

Investment Banking (Incubated Learning)
Business Analytics
Microsoft 365 Copilot Chat
Generative AI for Marketing with Microsoft 365 Copilot
Financial Modelling