

NITYANAND KUMAR GANDHI

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Post Graduate Diploma in Management (PGDM) - Equivalent to MBA Specialization: Finance & Marketing

To leverage my academic knowledge and analytical skills gained through my MBA in Finance to contribute to financial analysis and strategic planning, while gaining practical exposure and advancing my career in a dynamic organization. Adaptable, detail-oriented, and committed to excellence in dynamic and challenging environments.

EDUCATIONAL QUALIFICATIONS

Year	Degree/Qualification	University/Board/School	Specialization/Subjects
2023-2025	PGDM	Institute of Management Studies, Ghaziabad	Finance & Marketing
2019-2022	BBA	Doranda College, Ranchi	Business Administration
2019	12th (CBSE Board)	DAV Public School CCL Giridih	Commerce
2017	10th (CBSE Board)	Honey Holy Trinity School Giridih	Science

RELATIONSHIP MANAGER - Policybazaar.

APRIL 2025 - Present

- Conduct thorough research and analysis of the market to identify new opportunities for business growth.
- Assisted customers in comparing and selecting suitable Health Insurance Plans from multiple insurers based on their medical need and financial goals.
- Achieved Sales target and contributed the overall growth of the company.
- Building and maintain strong customer relationships to drive product sales and deepen engagement and Staying updated with market trends and competitor activities to develop effective sales strategies.

INTERNSHIP – Finance Intern – Nam Securities SSL LTD.

May, 2024 - July, 2024

- Designed an email marketing strategy for a new app of NAM securities.
- Conducted financial statement analysis to identify companies with strong fundamentals.
- Gained knowledge of mutual funds and other financial products.

LIVE PROJECTS

Dabur India LTD. –

- Sales Intern: Received a Letter of Recommendation for exceptional performance.
- Conducted competitive tracking and market analysis to identify growth opportunities.
- Ensured daily reporting of sales activities to the sales officer.

CERTIFICATIONS

- **MS Excel**, learnt Pivot Tables, VLOOKUP, Index Match, Countif, Sumif, Dashboard, etc.
- **Reading Financial Statement** by CFI, learned to interpret key financial metrics and ratios, learned to assess a company's financial health.
- **Financial Modelling and Valuations**, learnt 3 Statement Model, Financial Ratios, Valuation of Equity, Valuation of Company using DCF Method.

AWARDS AND ACHEIVEMENTS

- Winner of Ayaam Club Event in Samaagam 2024 - IMS, Ghaziabad.
- 1st Runner-Up of Markwiz Club Event in Samaagam 2024 – IMS, Ghaziabad.

SKILLS & INTERESTS

- **Technical Skills** - MS Office, Financial Statement Analysis, Ratio Analysis, GAAP/IFRS, Financial Modelling, DCF Valuation, Comparable Company Analysis.
- **Soft Skills** - Team-Work, Leadership, Time Management, Adaptability, Communication.
- **Interests** - Data Analysis, Market Research, Online Engagement (Webinars, Forums).

POSITION OF RESPONSIBILITY

- **SAMAAGAM** - Team Leader for Annual Academic Fest - IMS, Ghaziabad.
- **MELANGE** - Coordinator at Annual Inter Institute Cultural Fest - IMS, Ghaziabad.

DECLARATION

I hereby declare that all the information given above is true and correct to the best of my knowledge and belief.

(NITYANAND KUMAR GANDHI)