

CHIRAG SHARMA

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Education **JAGDISH SHETH SCHOOL OF MANAGEMENT (JAGSoM)** 2023–2025 BENGALURU, INDIA
MBA – Finance (Capital Markets). Head of Sponsorships, Industry Connect & Integration Committee. Secured ₹20L+ in corporate sponsorship for the annual management fest by pitching 30+ companies and negotiating multi-tier packages. Led a cross-functional team of 15 across sub-committees; managed budget allocation and stakeholder coordination end-to-end.

MOHAN LAL SUKHADIYA UNIVERSITY 2020–2023 UDAIPUR, INDIA
Bachelor of Commerce (B.Com). Focused on financial markets, accounting, corporate law, and business economics. Consistently engaged in competitive academic and extracurricular activities.

Experience **QI VENTURES & CAPITAL PARTNERS PVT. LTD. (Early-stage VC fund)** Feb 2025 – June 2025 · Bengaluru
Investment Analyst
Evaluated investment opportunities across sectors; supported active fundraise mandates from origination through close; including ₹30L raise for LogicLens at ₹2Cr valuation; managed LP and investor relationships.

- **Deal Evaluation:** Screened 50+ startups using DCF, comparable company analysis, and precedent transactions, investment memos adopted by the fund's decision committee.
- **Financial Modeling:** Built financial models and investor decks for CCD fundraise for Qi Capital, directly supported three live mandates from pitch to close.
- **Investor Relations:** Onboarded HNI and institutional investors; delivered quarterly updates and handled due-diligence queries, shortening deal closure timelines.

MOTILAL OSWAL FINANCIAL SERVICES (India's leading full-service brokerage) Oct 2022 – Apr 2023 · Udaipur
Senior Intern (Promoted from Junior Intern)
Promoted within 3 months to directly support in portfolio analysis for accounts above ₹5 Cr AUM; built research used in live client advisory sessions.

- **Portfolio Analysis:** Conducted corporate actions analysis — mergers, dividends, splits — across mid-cap MF portfolios.
- **Client Management:** Managed 20–25 HNI clients; converted research into investment recommendations that deepened relationships and grew deployed capital.
- **Research Authorship:** Supported in equity and MF research reports used by senior analysts directly in client advisory meetings.

Leadership **KANYATHON (University-backed girl-child empowerment fundraiser)** 2024
Corporate Partnership Head — Sourced and onboarded corporate sponsors; managed end-to-end partner communication and activation for one of India's largest girl-child empowerment fundraiser events.

INDEPENDENT RESTAURANT VENTURE (Udaipur) 2023–2024
Founded and operated an F&B business for 1 year with full P&L ownership. Managed vendor relationships, staffing, daily operations, and customer experience — demonstrating entrepreneurial execution under real business constraints.

Accomplishments

- **IIM Nagpur – Selected Presenter:** Full equity research report on OLA Electric (DCF + relative valuation); selected from cross-institute submissions — sole MBA group from JAGSoM.
- **Best Research Paper – Dubai, UAE:** Assisted and awarded Best Research Paper at an international conference for work on Sustainable Education through Trekking as an experiential learning tool.
- **1st Place – Digital Business Competition:** Designed and pitched a youth-focused dating app; won college-wide competition on market research depth and business model clarity.
- **Certifications:** Bloomberg Market Concepts & Finance Fundamentals (2024) · NISM Series (2026) · SEBI Investor Certificate · IIM-A Digital Transformation (2024) · CFA Level 1 in progress.

skills

- **Technical:** DCF Modeling · Comparable Company Analysis · Equity Research · Business Valuation · Corporate Actions · Portfolio Management · Advanced Excel · Investor Deck Design · Investor Presentation
- **Domains:** Investment Banking · Private Equity · Venture Capital · Investor Consulting · Management Consulting · Startup Fundraising · Mergers & Acquisitions · Fund Operations
- **Interpersonal:** Client Relationship Management · Stakeholder Communication · Cross-functional Team Leadership · Structured Problem Solving