

# CHIRAG SHARMA

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Education	<b>JAGDISH SHETH SCHOOL OF MANAGEMENT (JAGSoM)</b> 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.  <b>MOHAN LAL SUKHADIYA UNIVERSITY</b> 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	<b>QI VENTURES &amp; CAPITAL PARTNERS PVT. LTD.</b> ( <i>Early-stage VC fund</i> ) Feb 2025 – May 2025 · Bengaluru <b>Investment Analyst</b> 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. <ul style="list-style-type: none"><li>• <b>Deal Evaluation:</b> Screened 50+ startups using DCF, comparable company analysis, and precedent transactions, investment memos adopted by the fund's decision committee.</li><li>• <b>Financial Modeling:</b> Built financial models and investor decks for CCD fundraise for Qi Capital, directly supported three live mandates from pitch to close.</li><li>• <b>Investor Relations:</b> Onboarded HNI and institutional investors; delivered quarterly updates and handled due-diligence queries, shortening deal closure timelines.</li></ul> <b>MOTILAL OSWAL FINANCIAL SERVICES</b> ( <i>India's leading full-service brokerage</i> ) Oct 2022 – Apr 2023 · Udaipur <b>Senior Intern (Promoted from Junior Intern)</b> Promoted within 3 months to directly support in portfolio analysis for accounts above ₹5 Cr AUM; built research used in live client advisory sessions. <ul style="list-style-type: none"><li>• <b>Portfolio Analysis:</b> Conducted corporate actions analysis — mergers, dividends, splits — across mid-cap MF portfolios.</li><li>• <b>Client Management:</b> Managed 20–25 HNI clients; converted research into investment recommendations that deepened relationships and grew deployed capital.</li><li>• <b>Research Authorship:</b> Supported in equity and MF research reports used by senior analysts directly in client advisory meetings.</li></ul>
Leadership	<b>KANYATHON</b> ( <i>University-backed girl-child empowerment fundraiser</i> ) 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.  <b>INDEPENDENT RESTAURANT VENTURE</b> ( <i>Udaipur</i> ) 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	<ul style="list-style-type: none"><li>• <b>IIM Nagpur – Selected Presenter:</b> Full equity research report on OLA Electric (DCF + relative valuation); selected from cross-institute submissions — sole MBA group from JAGSoM.</li><li>• <b>Best Research Paper – Dubai, UAE:</b> Assisted and awarded Best Research Paper at an international conference for work on Sustainable Education through Trekking as an experiential learning tool.</li><li>• <b>1st Place – Digital Business Competition:</b> Designed and pitched a youth-focused dating app; won college-wide competition on market research depth and business model clarity.</li><li>• <b>Certifications:</b> Bloomberg Market Concepts &amp; Finance Fundamentals (2024) · NISM Series (2026) · SEBI Investor Certificate · IIM-A Digital Transformation (2024) · CFA Level 1 in progress.</li></ul>
skills	<ul style="list-style-type: none"><li>• <b>Technical:</b> DCF Modeling · Comparable Company Analysis · Equity Research · Business Valuation · Corporate Actions · Portfolio Management · Advanced Excel · Investor Deck Design · Investor Presentation</li><li>• <b>Domains:</b> Investment Banking · Private Equity · Venture Capital · Investor Consulting · Management Consulting · Startup Fundraising · Mergers &amp; Acquisitions · Fund Operations</li><li>• <b>Interpersonal:</b> Client Relationship Management · Stakeholder Communication · Cross-functional Team Leadership · Structured Problem Solving</li></ul>

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