

SHUBHRA GHOSH

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EXPERIENCE

- 2015-Present **DIA CAPITAL ADVISORS** Bangalore, India
Assistant Vice President, Investment Banking Division
- Structured a \$150K minority stake sale of EasyEcom, a niche e-commerce start-up, to an early stage VC
 - Advised SayFix, a home services start-up, on \$160K pre-Series A equity funding from leading angels
 - Successfully pitched to India's topmost retail book store for a \$16 million strategic investment
 - Interacted with 60+ prospects for fund raising and M&A requirements across sectors and ticket sizes
 - Prepared pitch books, financial and valuation models, information memorandum, drafted term sheets, SHA/SPA and networked with leading VCs and angels for securing financial and strategic investments
- 2014-2015 **CEB** Gurgaon, India
Research Analyst, Technology Practice
- Only intern to receive a full-time offer from among 7 interns during summer internship in 2013
 - Among top 5% employees globally to receive firm-wide recognition for excellent client service in 2014
 - Identified as the 'Best Analyst Performer' for 2 consecutive quarters Q1 and Q2 in 2015
 - Youngest Analyst to win CEB's 'Case Study Challenge' under both categories - Best solution tactics and Best presentation; the solution was published in CEB's quarterly publication of Industry Best Practices
 - Authored 3 research studies that received the highest downloads and satisfaction ratings from clients - IT Workforce Management, Enhancing Vendor Performance and Increasing Sales Force Productivity
- 2011-2012 **PHILIPS ELECTRONICS** Bangalore, India
Software Engineer
- Received a performance bonus for 'Outstanding Employee Performance' in the year 2011
 - Increased bug resolution by 50%, leading to 6% growth in the team's bottom-line in Q3, 2011

EDUCATION

- 2012-2014 **INDIAN INSTITUTE OF MANAGEMENT (IIM)** Ahmedabad, India
Post Graduate Diploma in Management
- Won Credit Suisse's HVC, Capgemini's Agon, Accenture's Consilium, Alshaya Challenge & Manthan
 - Runners-up in TATA Business Leadership Awards, The BCG Case Contest, HUL's LIME Season 5
 - Only Ambassador to present a strategy to Mr. Narendra Modi on Improving Public Distribution System
 - Coordinator - Chaos, 2013, oversaw 60,000+ footfalls and 12,000+ participants from 600+ colleges
 - Core team member of Marketing, Systems, Economics and Music Club; mentor to 20 first year students
 - Elected class representative for 1st year students; coordinated 2 field trips for 90 classmates
- 2007-2011 **M S RAMAIAH INSTITUTE OF TECHNOLOGY** Bangalore, India
Bachelor of Engineering, Computer Science
- Cumulative GPA 9.57/10, Dean's Merit List, Dept. Rank 2 (Overall 4 years), Institute Rank 2 (1st Year)
 - Elected Student Placement Coordinator, POC for leading student recruitment efforts for 20 MNCs
 - Coordinator – VRGLINUG (Linux Society), organized CodeMsrit overseeing 1000+ participants
 - Cultural Fest Event Head for Treasure Hunt '09, English Debate '10, with 100+ and 50+ participations
 - Tech Fest Event Head for ALGOMACH '10, '11; 100+ teams competed each year from 30+ colleges
 - Elected Class representative for 60 students of 'Section A' for all 4 years

HONORS

- Passed CFA Level I Examination in first attempt, Candidate for Level II Examination in June, 2017
- 99.59 %ile in Common Admissions Test (CAT) 2011 out of 250,000+ candidates; admitted by 6 IIMs
- Rank 2 in Bangalore region (94.2%) in AISSCE Examination (Class XII Board Exam), 2007
- Merit Certificate recipient (National Top 0.1%) in AISSE Examination (Class X Board Exam), 2005
- Rank 375 (99.96 percentile) out of 10,00,000+ candidates in 5th National Science Olympiad in India

INTERESTS

- Passionate about pencil sketching, playing badminton, running marathons & classical singing
- Volunteer in Little Pencils Orphanage, I spend 3 hours every fortnight teaching pencil sketching