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AASHAY JAIN

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PROFESSIONAL EXPERIENCE

Market Manager **Pratham Publicity Pvt. Ltd** **2023-24**

Key focus area: Client Relationship Management, Campaign Execution, Market Development (12 months)

- **Designed and institutionalized** a structured client feedback and performance-tracking system across 40+ clients, improving customer retention by 25% through systematic client engagement frameworks.
- **Implemented and monitored** 10+ revenue-generating campaigns, contributing to a **20%** increase in sales while tracking ROI and cost-efficiency metrics, aligning with industry trends.
- **Monitored, analyzed, and refined** key performance indicators (KPIs) to optimize strategies, resulting in a 15% improvement in overall ROI through effective value assessment.

INTERNSHIP EXPERIENCE

Derivatives & Risk Management, Paterson Securities Pvt. Ltd. **2025-25**

Key focus area: Market Analysis, Risk Management (2 months)

- **Examined and interpreted** derivatives market data (open interest, volume, and participant-wise positioning) to identify trends and optimize trade structures, driving a 10% improvement in simulated strategy performance.
- **Evaluated institutional derivative** positioning and open interest trends to infer portfolio-level hedging strategies, improving simulated risk-adjusted returns by 10%.
- **Modeled** the XAUUSD–USDINR relationship to quantify currency-induced gold price volatility which increased by USD 30–100 per ounce during April–May depreciation, informing hedge structuring and risk mitigation decisions.

EDUCATION

MBA in Finance & Data Science **KJ Somaiya Institute of Management** **2024-26**

MBA candidate with dual specialization in Finance and Data Science, focused on financial modelling and analytics; proficient in Python, R, and advanced Excel.

Bachelor of Arts **Delhi College of Arts & Commerce, University of Delhi** **2020-23**

Graduated with a strong foundation in economics, history, and business studies. Developed analytical, communication, and research skills applicable to finance and management roles.

CERTIFICATIONS

CFA Level I – Passed **2025**

NISM-Series-XXI-A: Portfolio Management Services (PMS) **2025**

NISM-Series-V-A: Mutual Fund Distributors **2026**

NISM Series VIII – Equity Derivatives Certification Exam **2025**

Bloomberg Market Concepts (BMC) **2025**

Bloomberg Finance Fundamentals (BFF) **2024**

PROJECT EXPERIENCE

Live Project - Equity Research, Lakhani Financial **2025**

- **Developed** thematic equity research and fundamental analysis across multiple sectors, evaluating 10+ listed companies using financial statement analysis, ratio analysis, and industry benchmarking.
- **Prepared** detailed investment notes outlining business models, risk factors, and valuation drivers, supporting informed portfolio allocation decisions.
- **Constructed** 5+ DCF and comparable valuation models to estimate intrinsic value and identify mispriced securities.

Live Project - Founder's Office, Gadigoda **2025**

- **Analyzed** regional market data for 50+ railway stations (passenger traffic and IRCTC categories), driving onboarding of 10+ ticketing agents across 3 states and expanding vendor network by 10+ partners.

Finance Internship - Youth India Foundation **2022**

- **Led** financial planning and resource allocation for the Investment Premiere League initiative, improving project profitability by 18%.
- **Negotiated sponsorships and restructured operations**, cutting costs by 12% and raising efficiency by 15%.

LEADERSHIP & RESPONSIBILITIES

• Member, Finstreet – Finance Committee, KJ Somaiya Institute of Management **2024**

• Modelling Head, Stylus Aadya Fashion Society, Delhi College of Arts & Commerce **2023**