

HRISHIT GUPTA

hrishit.gupta@hotmail.com | +91-9971116265

WORK EXPERIENCE

Spark Private Wealth Management (PWM) Pvt. Ltd.

June 2024 – Present

Senior Executive – Portfolio Analysis

Ernst & Young Associates LLP

June 2023 – June 2024

Analyst – Financial Accounting Advisory Services (FAAS)

- Worked in a cross-functional team with the Risk Consulting division for a leading telecom client. Project entailed identifying suitable telecom site for asset monetisation. Conducted extensive site visits across Delhi-NCR for the same. Presented key findings to the client. In addition, also approached NDMC and MCD headquarters as EY representative to comprehend the regulations for asset monetisation on private land in Delhi.
- Worked in a cross-functional team with the Forensics division to gauge prevailing sentiment regarding select investees of a leading global Private Equity client on various media portals. Profiled select investees of a client to collect information on identifying key management personnel and current business activities. Ran adverse media checks to search for media articles/records that could indicate issues such as default by the investees and key individuals on regulatory requirements, suspected involvement in fraud or illegal business activities, consumer/employee complaints, alleged instances of involvement in bribery or corruption and indicators on political linkages or improper business conduct.
- Prepared financial statements of several LLP entities as per IND AS rules
- Assisted in drafting Standard Operating Procedures (SOPs) for an Indian MNC related to employee onboarding, training, appraisal and several other aspects
- Was part of the team that worked on a management consultancy project related to an acquisition by an Indian company of another's company's vertical/arm. Developed a thorough database to ensure all particulars provided by both companies related to the transaction were in sync. Ensured regular update of this database, and helped the team provide a daily update to the client in relation to progress of KPIs.
- Profiled select investees of a client to collect information on identifying key management personnel and current business activities. Ran adverse media checks to search for media articles/records that could indicate issues such as default by the investees and key individuals on regulatory requirements, suspected involvement in fraud or illegal business activities, consumer/employee complaints, alleged instances of involvement in bribery or corruption and indicators on political linkages or improper business conduct.

DiVitas Capital Pvt. Ltd. (Family Office & Boutique Investment Bank)

Jan 2021 – March 2023

Analyst (July 2021 – March 2023)

Junior Analyst (Jan 2021 – June 2021)

Core responsibilities:

- Completed FinShiksha's online course titled 'Equity Valuation Certification', and honed my skills in excel-based DCF modelling
- Developed an understanding of EIC analysis (Porter's 5 forces, competitive advantage, opportunity size), valuation metrics (P/E, P/B, EV/EBITDA), secondary research
- Analyzed Indian companies such as Indian Hotels Company Limited (IHCL), Tata Motors, Aditya Birla Fashion & Retail, Thyrocare Technologies Ltd and others
- Researched for investment avenues in the Indian stock market and prepared investment proposals
- Assisted in ongoing M&A deal of sale of a distillery plant near NCR. Helped in preparing the presentation, cold-called potential buyers such as other distilleries & also prepared an advertisement for publishing in a magazine

- Tracked and monitored investments of Divitas in international equity markets primarily the UK. Prepared database of all overseas investments & assisted my line manager in monthly reporting of international equities' portfolio using Interactive Brokers, an American MNC brokerage firm
- Generated leads for client acquisition. Studied various marketing tools and selected 'GrowMeOrganic', a lead generation & sales automation platform. Used the tool to generate leads & ran a CRM campaign to send cold emails to potential clients.

My initiatives:

- Cryptocurrency. Introduced the company to the concept of cryptocurrencies. Conducted an in-depth study of the crypto world, prepared an exhaustive presentation and delivered the presentation to the entire firm. CEO appreciated the quality of the work and the handling of sustained questioning by the full team.
- Bonds. Took the initiative to prepare and then deliver to the entire team a comprehensive presentation on bonds, as an investment avenue. CEO decided to make this presentation a template for client presentations. Thereafter I assisted the Head of Wealth Management in delivering this presentation to the firm's clients.
- Social Media marketing. DiVitas had negligible presence on social media platforms such as Facebook and LinkedIn. At my initiative, I created the company's Instagram page and started posting every day on platforms like Facebook, Instagram, LinkedIn. I became well-versed with tools like Canva, Adobe Premier Rush & Powtoon, and also understood advertising on Instagram. Thus I was able to create image posts, carousels, infographics & videos/reels for the firm. My solo initiative drew high praise from CEO who promoted me & changed the org structure. I was given charge of a new vertical for social media, and began reporting directly to him. With my efforts I was able to generate significant interest on all the relevant platforms

EDUCATION

Ambedkar University, Delhi (Established by Govt. of Delhi) <i>Bachelor of Arts, Economics Honors</i> 2016-2019 Recipient of Scholarship of Merit in five out of total six semesters	81.3%
Step By Step School, Noida <i>Class XII, Commerce Stream</i> 2015-2016	94.5%
Step By Step School, Noida <i>Class X</i> 2013-2014 Received plaque for exemplary academic performance	CGPA of 10

COURSES COMPLETED

Equity Value Certification (FinShiksha)

- Offered by FinShiksha
Includes Macroeconomic understanding, industry analysis, relative valuation metrics & DCF analysis

Financial Modelling Certification (FinShiksha)

- Offered by FinShiksha

Certification in Online Wealth Management (NSE Academy)

- Offered by National Stock Exchange (NSE) Academy

Excel Skills for Business (Coursera)

- Offered by Macquarie University

Instagram for Business (Mad-Over-Marketing)

- Offered by Mad-Over-Marketing

Data Science: R Basics (edX)

- Completed and received a passing grade in this course offered by HarvardX, an online learning initiative of Harvard University

Programming for Everybody (Getting Started with Python) (Coursera) ●

Offered by the University of Michigan

Marketing Management I (Coursera)

- Offered by the University of Illinois

Principles of Financial Accounting (Coursera)

- Offered by IESE Business School

Basic Statistics (Coursera)

- Offered by the University of Amsterdam

Data Science Math Skills (Coursera)

- Offered by Duke University

INTERNSHIPS**Village Invest, Delhi (founded by former World Bank Lead Economist)***Intern*

- Village Invest is a social enterprise that uses fintech to formulate tech-enabled wireless solutions for financial inclusion
- Worked under the aegis of Ms. Meena Munshi, the Founder, also former World Bank Lead Economist/Program Leader
- Responsible for developing database of institutions/philanthropists within India for CSR funding for Village Invest

Saregama India Limited, Mumbai*Intern - across departments*

- Saregama is India's premier music company, interned in their film studio – Yoodlee Films
- Contributed to multiple departments such as script writing, production, and post-production
- In script writing, analysed scripts to see how viable they are to be made into films, made synopsis and analysis through coverage letters for films like 'Siachen', 'Saavi Bommaigal'
- In production, comprehended the procedures and documents required to start production of a film
- In post-production, observed editing and sound-engineering of a film about to be released, grasped basics of post-production activities

Wizcraft Entertainment Pvt. Ltd, Gurgaon*Intern, Client Servicing*

- Wizcraft is India's pioneer event management company
- Tasked with finding sponsors for 'Skylympics', a sports event organised by GMR which consists of 8 teams. Participants are employees from corporate houses.
- Assist in preparations for the 'Indus Food Festival'- connecting buyers and sellers of food and spices throughout the country, arranging venues and deciding which venue to choose
- Research on Skill India- project launched by the Government aimed at training over 400 million people in India by 2022

EXPERIENCE IN SOCIAL SECTOR

Village Invest, Delhi

- Worked under the aegis of Ms. Meena Munshi, the Founder, also former World Bank Lead Economist/Program Leader
- Responsible for developing database of institutions/philanthropists within India for CSR funding for Village Invest

Ankur Public Charitable School, Delhi

- Taught Mathematics to underprivileged children at Ankur Public Charitable School, Delhi.

Rejuvenation of Cauvery Basin

- Contributed to the rejuvenation of the Cauvery basin through contribution to the fund opened for the rejuvenation

Reach out to underprivileged

- From early childhood, I have regularly visited and assisted various centres of Missionaries of Charities such as the orphanage at Under Hill Road and the leprosy home Nirmal Hriday at Manju-ka-tila.
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