



Anuj Shukla

A dedicated and high-energy professional targeting opportunities in an organization of a high
repute

Profile Summary

- A competent professional with **nearly 4 years** of cross-dimensional experience in **Business Analysis, IT Consulting, Business Consultation, Market Research & Investment Banking**
- Cleared **JLPT (Japanese Language Proficiency Test) N3 level**.
- Expertise in **preparation of pitch book (Buy side and Sell side)**
- Skilled in usage of various valuation techniques such as **Trading and Transaction comps, SOTP valuation**.
- Experience in mapping **business requirements and designing customized solutions as per the business/ client**
- Rich exposure in Investment banking & Information Technology industry
- Proficient in acting as a communication link between and between the stakeholders and the business team
- An effective communicator with remarkable skills to interact with internal and external clients by offering courteous, efficient & helpful service

Professional Experience

Since Oct'2017

Nomura Services India Pvt. Ltd., Mumbai, Investment Banking Analyst

Key Result Areas:

- Preparing business requirement documents related to business unit, reports, metrics & trend analysis
- Facilitating data collection from the clients for requirement gathering purposes
- Communicating process changes, enhancements, & modifications to the team and management
- Identifying tools/ techniques that can be used to structure requirements
- Performing research on implementing new enhancements, competitor & market analysis for higher management
- Suggesting appropriate technology-based solutions for enhancing functional efficiency of the organization and achieving business excellence
- Providing support to bankers present in Japan on daily issues
- Mapping business requirements and translating the same into functional specifications

Significant Accomplishments:

- Successfully Interacted with the Japanese team daily and performed tasks pertaining to:
 - Financial analysis & modeling using **DCF Model, Trading and Transaction Comparable**.
 - Company research & creation of target company's profile
 - Assistance to the team related to development of new business opportunities

Contact

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Languages

English

Japanese

Hindi

Core Competencies

Business Analysis

Market Research

Japanese

Investment Banking

Valuation

Industry Coverage

Financial Skills

Factset

CapIQ

Bloomberg

Thomson One

Euromonitor

Valuation Analysis

Soft Skills

Collaborator

Communicator

Thinker

Career Timeline

Since
Oct'2017

Nomura,
Business Analyst

Nov'-2014
to
Aug'2015

IAP Company Pvt.
Ltd.,
Team Leader

Mar'-2014
to
Nov''2015

Wipro Technologies,
Project Engineer

Trainings & Certifications

- Production & Micro-QC, Ranbaxy, Dewas, India, 2008
- Micro-QC in Primal Healthcare Pithampur, Indore, India, 2010
- Swine Flu Vaccine Production, Cadila Pharmaceuticals, Ahmedabad, India, 2011
- Intermediate Japanese Capability, cleared JLPT N3 exam, 2016

Previous Experience

Nov'2014-Aug'2015

IAP Company Pvt. Ltd., Gurgaon
Team Leader

Highlights:

- Rendered services as a part of a team that facilitated corporate planning for internal automation & extensive market research to discover business opportunities in the Japanese market
- Worked in coordination with Senior Consultant by aiding in planning, strategizing & drafting business proposals for potential Japanese customers
- Facilitated product planning & inter-departmental coordination to capture requirements for automation
- Successfully led a team of 10 members
- Provided staffing solutions in an automation project under direct supervision of CEO

Mar2013-Nov'2014

Wipro Technologies, Hyderabad
Project Engineer

Highlights:

- Successfully implemented Enterprise Business Integration based support to Life Science & Pharma clients
- Gained expertise in understanding client's business functions; accordingly provided business to business connectivity expansion solutions
- Led a team of 4 members through implementation of integration platforms such as TIBCO, IBM WebSphere & webMethods

Internships

Hays Japan, Sept'2016-Jan'2017

Role:

- Sourced candidates through SNS medium such as LinkedIn
- Compiled & created job ads & posted the same on Hays portal
- Worked on One Touch Software and managed candidate records & administrative entries

Mars & Co., Tokyo-Japan, Nov'2016-Feb'2017

Role:

- Conducted intensive market research regarding digital marketing strategies followed by companies such as Honda, Toyota, Tamron & Sony
- Assisted in formulation of an effective digital marketing strategy for Nikon to increase the sales volume

Community Service

Rotary International Role:

- Managed various projects related to welfare of blind girls in Central India
- Coordinated numerous project management activities such as planning, execution, coordination with government for effective release & transfer of funds for blind girl's welfare

Academic Details

- MBA, General Management & Administration, Waseda University, Tokyo-Japan, 2017, with GPA 3.38/ 4.00
- M.Tech. Biotechnology, Motilal Nehru National Institute of Technology, Allahabad, 2012, with GPA 9.33/10
- B.Tech. Genetic Engineering, Sri Ramaswamy Memorial, SRM University, Chennai, 2010 with GPA 8.97/10

Personal Details

Date of Birth: 24th January 1988

Address: B-505, Woodland Heights, Sangharsh Nagar, Mumbai-400072

Academic Achievements

- Recipient of Otsuka Toshimi Scholarship of 2 million Yen/ year from Waseda Business School for an exceptional performance in the first year of MBA
- Gold Medalist in Master of Biotechnology, 2010-2012 batch of MNNIT-Allahabad
- Earned a Scholarship from SRM University for good academic standing in bachelor's degree
- Certificate of Merit by SRM University for achieving good academic research results in bachelor's degree academic research project
- Won JASSO (Japan Student Service Organization) Honors Scholarship for Privately Financed International Students from JASSO on recommendation from Waseda University
- Qualified TOEIC with a score of 980/990