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| 4/87,  Ground Floor,  Shivaji Nagar,  Gurgaon-122001 | **DIVYESH SHARMA**    Email ID: [divyesh.sharma@rediffmail.com](mailto:divyesh.sharma@rediffmail.com)  [divyeshji@gmail.com](mailto:divyeshji@gmail.com)  Contact No.: +91-8826266111 |

Professional Experience : 6 years in Qualitative Research

Qualification : MBA (Finance & Marketing), B.Com (Pass)

Current Location : Gurgaon, India

Key Skills : Business & Market Research, and Analysis

**Objective**

To prove loyalty towards my work and the organization by giving best of myself and to be considered as a trustworthy employee by showing full commitment to the task assigned.

**Professional Experience: 6 years**

**Feb‘11 – Till Date**

**Organization : B.A. Continuum Solutions Pvt. Ltd.**

**Designation : Senior Research Analyst/Team Developer**

**Domain Expertise: Health Care, Real Estate, Leisure & Gaming Industry**

**About B.A. Continuum Solutions Pvt. Ltd-** BA Continuum Solutions Private Limited is a non-banking subsidiary of **Bank of America Merrill Lynch**, set up under Bank of America's Global Delivery Centre of Expertise. Operating out of 3 locations in India, BA Continuum functions as Bank of America’s dedicated banking back office, providing back office support to Consumer, Wholesale and Capital Market groups as well providing IT services support to the parent organization across the various business verticals.

**Brief Responsibilities:**

Providing comprehensive research support to Global Investment Bankers. Doing in-depth research on Companies, Industries and their sub-sectors. Working on sector-specific Market Trend reports, Financial Reports, Mergers & Acquisitions Reports and Management Research.

* Conducting comprehensive and in–depth Company and Industry Research using online data sources
* Working on Industry market size and market share reports
* M&A, IPOs & Debt related research to particular company, Industry, Geography, etc
* Creating League Tables (Investment Banker’s Ranking) for M&A, IPO & debt Issues
* Company screening based on Industry, Location, Revenue size, etc
* Creating Sector and Company specific Newsletters
* Doing Economic Research
* Looking through Income Statement, Balance sheet, Cash flow for key financials such as Revenue, Enterprise Value, Market Cap, Ownership Structure, Capital Structure, EBITDA, EBIT, EPS, EV/EBITDA and P/E Ratios
* Searching for Critical Business Information
* Making Public Information Books (PIBs)
* Doing thorough analysis of equity research reports and market research reports to find the relevant Industry/Company specific information
* Looking through the SEC fillings for the desired information
* Doing research on private equities
* Working on info related to country, economy e.g. GDP, Inflation and Population
* Responsible for the quality and timeliness of all deliverables
* Making proper co-ordination with teams sitting over global locations e.g. Hyderabad, London, North America and Hong Kong

**Data Source Exposure**- Thomson One Banker, Thomson Research, Venture Expert, SDC, Dealogic Analytics, Merger Market, OneSource, Capital IQ, Hoover’s, BVD Amadeus, BVD Icarus, Perfect Information, Dun & Bradstreet, Alacra, Datamonitor, Euromonitor, IBIS Word, FirstResearch, S&P Net Advantage, Frost & Sullivan, Gartner, IDC, Forrester, SNL,10K Wizard, Market Research, Profound, S&P Ratings Direct, Moody’s, Fitch, S&P LCD Monitor,Factiva, LexisNexis, Bloomberg, Factset and many more related Industry Associations.

**Apr‘06 – Jan’11**

**Organization : FirstRain Inc.**

**Designation : Research Analyst**

### Domain : Retail, Specialty Retail, Consumer Durables, Consumer Non Durables &

**Expertise Chemical Industry**

**About FirstRain Inc-** FirstRain is a privately held company headquartered in San Mateo, California, with additional offices in New York, and Gurgaon, India. FirstRain provides custom-configured, on-demand intelligence services to professionals in the financial-services, Industry research, and high-tech industries. This highly relevant and timely intelligence from across the open and hidden web—including hard-to-find sources such as sector-specific sources, premium subscription sites, influential blogs and local and international news—enables FirstRain clients to make better business decisions more quickly, using fewer resources.

**Brief Responsibilities:**

* Done secondary research on markets, products or companies both written and data-based.
* Paraphrasing and restructuring written materials.
* Managing and tracking timelines to ensure timely delivery.
* Researching and creating written content on companies, (including creating company details, descriptions and profiles) based on secondary research.
* Tracking the M&A deals and Transactions.
* Identifying key milestone and pipeline events for companies and products (e.g. financial announcements and regulatory approvals) and forecasting their potential impact.
* Good Understanding of Information available through various sources.
* Studying and analyzing data from a broad range of disciplines.
* Go through the company’s Annual Reports and SEC filings like 10K & 10Q and Form 3, 4, 5.

**Projects Handled**  
  
**China Economy & Business:** Track economic activities of China. Actions taken by China on sustainability (preserving environment).Business activities of automotive, chemical, agriculture, water, construction, Healthcare, electronics, personal care, paints & coatings industry in China.

**India Economy & Business**: Track economic activities of India. Actions taken by India on sustainability (preserving environment).Business activities of automotive, chemical, agriculture, water, construction, Healthcare, electronics, personal care, wire & cable, paints & coatings industry in India.   
  
**East European Growth Region**: Track financial & business activities of EEGR. Monitor regulatory & economic activities affecting the regions. Observe latest developments & innovations in EEGR. Track demand, supply, shutdowns, restarts & new plant set ups in East European Countries.

**World Chemical Market:** Track world's top chemical companies' financial & business activities. Monitor people moves of world chemical industry. Monitor latest developments & innovations in chemical industry. Track demand, supply, shutdowns, restarts & new plant set ups area wise of chemical industry. Monitor regulatory & economic activities affecting chemical industry.

**Educational Qualification**

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| **Degree** | **Board/University** | **Session** |
| MBA (Finance & Marketing) | Technical University of Kota ,Rajasthan | 2003 - 05 |
| B. Com. (Pass.) | M.D.S, University, Ajmer | 2000 - 03 |
| Higher Secondary Education | CBSE | 1998 - 99 |
| High School Education | CBSE | 1996 - 97 |

**Skill Set**

**Operating Systems known** : Windows XP, 2000, 98

**Software** : MS Office (Word, Advance Excel, PowerPoint)

**Strengths**

Strong sense of responsibility, Enthusiastic, motivated, positive, "CAN DO" attitude, result-oriented, good listener, quick learner & capability to work independently with minimal supervision are my greatest assets.

**Additional Information**

Date of Birth : 15th December, 1981

Sex : Male

Marital Status : Married

Nationality : Indian

Present CTC : 6.5 Lac per annum

***Divyesh Sharma***