

# Tarang Sharma

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## CAREER OBJECTIVE

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Client-focused and results-driven MBA graduate specializing in Finance, seeking a Relationship Manager role in an asset management company. Aiming to leverage exceptional interpersonal skills, financial expertise, and a client-centric approach to build lasting relationships and drive portfolio growth.

## EDUCATIONAL QUALIFICATIONS

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- **Executive Program | Indian Institute of Management-Visakhapatnam, Andhra Pradesh** - [ pursuing ]  
*Specialization:* Financial Data Analytics & Corporate Finance
- **Master of Business Administration (MBA) | Bharati Vidyapeeth Deemed To Be University, Pune, Maharashtra** - [ pursuing ]  
*Specialization:* Finance & Marketing Management
- **Bachelor of Arts (BA) | Chaudhary Charan Singh University, Muzaffarnagar, Uttar Pradesh** - 2022  
*Specialization:* General (English, History, Political Science)
- **Class 12<sup>th</sup>(CBSE) | Grain Chamber Public School, Muzaffarnagar, Uttar Pradesh** - 2019  
*Specialization:* Science Stream (PCM)

## WORK EXPERIENCE

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- **Business Development Intern, MBS Consultants | Muzaffarnagar, Uttar Pradesh**
  - Building & maintaining relationships with clients.
  - Understanding client needs & providing tailored financial solutions.
  - Gaining some knowledge of some financial products(Eg. Mutual funds, Insurances,etc).
  - Participated in client meetings and prepared detailed reports summarizing investment performance.

## SKILLS

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- Financial & Investment knowledge (*Mutual Fund,Regulatory Compliance,etc*).
- Investment Portfolio Management (*Beginner*).
- Communication & Interpersonal skills.
- MS Office365, Google Suit, Information Technology.
- Consultative selling
- Sales & Prospective
- Market Research (*Learning*)

## PROJECTS

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- **Study & Analysis Of Performance Of Mutual Funds [MBS Consultants]**

This study employs both secondary and primary data collection methods. Secondary data was gathered from financial databases such as Money control and Morningstar, Mutual Fund Fact Sheets, Annual Reports & Regulatory filings from SEBI and AMFI.

- Focus on Equity Mutual Fund Scheme.
- Analysis of funds from diverse categories like large-cap, mid-cap, small-cap, and sectoral/thematic funds.
- Find out the Financial performance of Equity Mutual Fund schemes.
- Consideration of funds from major Indian Asset Management Companies (AMCs).
- Examine the performance of selected schemes by using performance evaluation models namely Standard Deviation, Beta Ratio, Sharpe's Ratio, Jensen's alpha & Treynor's Ratio model with their AUM.

## CERTIFICATIONS

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- NISM Series V-A
- NISM: SEBI-Investor Certification
- IIM Bangalore: Customer Relationship Management (*pursuing*)
- IIM Bangalore: Financial Accounting & Analysis (*pursuing*)
- NIELIT: CCC (Course on Computer Concepts)
- ITCLG: Personality Development Program
- ITCLG: Advance Diploma In ITs

## HOBBIES & INTERESTS

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- Fitness Enthusiastic, Yoga & Gym, Physical Fitness.
- Staying updated on market trends and investment opportunities.
- Reading books related to Finance & Cultural Books.