

**ROLL NUMBER:** P25702074

**Mr. Rishikesh Patil**

Male

**DOB**

17-Nov-2003

**TECHNICAL SKILLS**

- MS Office
- MS Project
- Primavera
- EXCEL
- PowerBI
- Candy
- Equity Research
- Infra finance
- Risk Management
- Investment Analysis
- Budgeting
- Marketing Analytics
- Business Development
- MS Word
- Infra Management
- Project Appraisal
- Asset Management

**PERMANENT ADDRESS**

B503, NISARG NIRMITI  
 SOCIETY, \_x000D\_ KOKANE  
 CHOWK, PIMPLE SAUDAGAR,  
 PUNE  
 City: Pune  
 State: Maharashtra  
 Pincode: 411027

**LANGUAGE**

- ENGLISH
- HINDI
- MARATHI

**SUMMARY OF QUALIFICATION**

| Course / Programme              | Board / University Name         | CGPA/ (%) | Passing Year |
|---------------------------------|---------------------------------|-----------|--------------|
| MBA-REUIM                       | NICMAR University, Pune         | 8.37      | 2027         |
| BBA<br><i>Marketing</i>         | AMITY UNIVERSITY, UTTAR PRADESH | 77.7      | 2025-Apr     |
| Intermediate<br><i>Commerce</i> | MAHARASHTRA STATE BOARD, NAGPUR | 85.17     | 2022-Mar     |
| High School                     | CBSE, NAGPUR                    | 80        | 2020-Mar     |

**INTERNSHIP / PROFESSIONAL TRAINING (Total Duration: 42 Weeks)**
**MITTAL BROTHERS PVT LTD**

04-Jun-2024 - 03-Aug-2024

**8 Weeks**
**PROFILE:** SALES And Project Coordination Intern

Assisted Sales Head and Site Head by coordinating daily client(s) flow in order to facilitate an efficient interaction on-site with the various parties involved with the project.

Maintained and analyzed the following items: 1) Lead Tracking Data (e.g., cold calls; site visits; and inquiry conversion rates) for forecasting, and demand planning to be utilized in Excel.

Coordination of promotional events (i.e., Cricket Match Marketing Campaigns) to assist with the projects being visible and improving Stakeholder Engagement.

Acted as an intermediary for communication between Clients, and the on-site team responsible for executing the project(s) to ensure proper Client hand-off and provide a thorough Project Brief.

Daily Activity and Site Visit Reports prepared in accordance with a structured report format to support project documentation for progress monitoring, and performance review meetings.

Provided client insights based upon product positioning, and market trends to provide feedback for product offerings to clients. Have documented Client Requirements for the proposal of Project Offerings in alignment with client expectations.

**Edsom Fintech Pvt. Ltd**

04-May-2026 - 29-Jun-2026

**8 Weeks**
**PROFILE:** Finance and Banking Operations Intern

1. Executed financial data analysis to support budgeting decisions and improve expense-tracking accuracy across departmental operations.

2. Streamlined maintenance of financial records, enhancing documentation accuracy and audit-readiness.

3. Verified financial documents and transactions, strengthening compliance and minimizing reporting errors.

4. Contributed to the preparation of financial reports and presentations used in internal decision-making.

5. Delivered financial research inputs that supported data-driven insights for the team.

6. Managed data entry and record-keeping systems, ensuring integrity and consistency of financial databases.

7. Supported budgeting and expense-tracking cycles end-to-end, gaining exposure to core fintech financial workflows.

8. Collaborated crossfunctionally within the finance team to meet deadlines and improve process efficiency.
9. Demonstrated strong analytical rigor and attention to detail, recognized with an "Excellent" performance rating for the internship.
10. Built practical understanding of fintech financial operations, bridging classroom finance concepts with real-world execution.

**Mittal Brothers**

01-Aug-2024 - 01-Feb-2025

**26 Weeks**
**PROFILE:** Business Development Intern

Developed and maintained a strong sales pipeline by doing customer outreach through cold calling and planned follow-ups.

In addition to independent market sourcing, Anarock's channel network was used to source fresh business leads.

Expanded the company's pipeline beyond its primary leasing and sales duties by generating leads for redevelopment projects.

Oversaw customer service throughout the course of the transaction, guaranteeing regular communication and the continuation of the connection

Accompanied customers and brokers to various ongoing projects for property tours, walkthroughs, and inspections.

Carried out primary and secondary market research to monitor competition positioning, inventory movement, and price patterns.

Conducted catchment area research and competition benchmarking to assist with the launch of new projects.

Drafted pitch decks, client-facing materials, and proposals to aid in the sales process coordinated campaign execution and lead handoff between the marketing department and the sales/leasing team.

Helped organize and manage digital advertising strategies to provide quality leads for ongoing projects.

Oversaw vendor and broker cooperation, including channel partner management and empanelment.

Represented Mittal Brothers in institutional and business gatherings, such as: CREDAI event: completed two client conversions while interacting directly with prospects MHADA Summit in Wakad at Tip Top International

I managed client relations and offered on-site support at a CREDAI-style event at Tip Top International. He represented the firm's redevelopment advisory interests at the Bank of Maharashtra redevelopment conference.

Worked on a multi-site portfolio that included OnePlace Baner, OnePlace FC Road, Sky High Hinjewadi, OnePlace Wanowrie, and onboarded early-stage work for Greenyards, Vishrantwadi.

For listing research, comparables, and reporting, I used Excel-based financial and tracking models, 99acres, and CRE Matrix.

**Deliverables Produced**

Market studies that address competitive supply, absorption, and micromarket pricing

Lease comparables to aid in price benchmarks and client negotiations

Notes from site visits recording client comments and property observations

Proposals and pitch decks for potential customers

Action notes and minutes from the monthly review sessions

Target-tracking sheets that evaluate site- and team-level performance in relation to sales targets

**CERTIFICATION DETAIL**

- Supply Chain Principles
- Introduction To Business Analysis

- Introduction To Corporate Finance
- Real Estate Development: Building Value In Your Community
- Internal Communications Framework
- External Communications Channels
- Introduction To Corporate Communications
- Indian Town Planning And Architecture
- Introduction To Financial Accounting
- Housing Policy And Planning
- Urban Land Economics And Real Estate Market Dynamics
- Mckinsey Forward
- Accounting Fundamentals
- Excel Basics
- AI and Chatgpt Workshop

### ACHIEVEMENT DETAIL

#### Independent Research: Forensic Analysis of Hindenburg's Report on Adani Group | BBA Semester II, Amity University (2023)

I Conducted a thorough forensic financial examination of Hindenburg Research's explosive short-seller report on the Adani Group, which is one of the most high-profile corporate governance scandals in Indian capital market history. The report investigated claims of stock price manipulation, accounting issues, offshore shell business structures, money laundering, and inflated values of seven listed Adani firms.

##### The key analytical outputs were:

I Evaluated the **current ratio** and **debt leverage** of Adani's listed firms to independently examine Hindenburg's assertion of 85% downside potential using fundamental **valuation frameworks**.

I Mapped the **offshore fund-flow architecture**, tracking how cash was reportedly cycled via Mauritius, UAE, and Caribbean **shell corporations** and back into public businesses to **inflate balance sheets**.

I Analyzed **promoter pledge data** from **Adani Green**, **Adani Power**, and others to analyze **stock stability** and **credit risk** indications.

I Analysed **free float manipulation** techniques under SEBI's 75% promoter cap, demonstrating how a sub-10% effective float might be manufactured through nominee holdings.

I Assessed **audit quality risk**, indicating insufficient auditor capacity proportional to the group's 578 subsidiaries and 6,000+ related-party transactions.

This study improved my ability to read between the lines of **financial statements**, see red flags in **corporate governance**, and apply **short-selling** reasoning to **valuation**.

#### Minor Research Project – "Social Media Influence on Consumer Behaviour & Health Decisions | Amity University, Pune | Semester IV

I conducted an extensive study examining how young individuals (**18–25 years old**) use social media to influence their **purchase habits**, **lifestyle choices**, and **decision-making patterns**. The project integrated quantitative **regression modeling**, **qualitative focus groups** with 34 participants, secondary data analysis, and a **meta-analytic review** of over 13 peer-reviewed studies, demonstrating practical experience with primary and secondary research methodologies relevant to **feasibility analysis** and **market intelligence**.

##### Important results

Using the **Social Ecological Model**, **Social Comparison Theory**, and **Social Identity Theory**, a structured research framework was created, fostering analytical thinking that is directly applicable to **market segmentation**, **consumer profiling**, and **demand forecasting**.

**Regression modeling**, **thematic analysis**, and **data synthesis** were used to find **behavioral drivers** and **moderators** across **demographic variables** (**age**, **gender**, **socioeconomic status**, and **digital literacy**).

**Research Methodology** : Secondary data synthesis, meta-analysis, qualitative focus groups, phenomenological analysis, descriptive statistics, inferential analysis, and regression modeling .

### **Summer Internship Project – Commercial Real Estate Market Research | Mittal Brothers, Pune | Semester V**

I used primary and secondary research techniques to conduct a comprehensive **market research** study on **commercial real estate trends** in **Pune**. In order to **investor preferences**, **yield expectations**, and **site demand patterns**, I designed and carried out a **mixed-methods research** framework, conducted 13 semi-structured interviews with CRE investors, brokers, and developers, and surveyed 81 respondents.

#### **Important contributions and results:**

I found micro-market growth drivers in **Baner, Kharadi, Hinjewadi, and Wakad** that are directly related to the growth of the **IT industry**, **infrastructural improvements**, and **changing worker demographic**.

**Investor segmentation** by **income**, **risk tolerance**, and **asset class** preference was analyzed; **behavioural** distinctions between novice and experienced investors were traced, laying the groundwork for a focused **client acquisition** approach.

Using fundamental financial analysis concepts employed in CRE investment choices, we assessed ROI benchmarks (5–10% yield range), **cap rate dynamics**, and **capital appreciation** possibilities across asset types (office, co-working, retail, logistics).

I evaluated the effects of the **GST**, and **RERA** policy changes on market transparency and **investor confidence**, exhibiting a practical grasp of the regulatory frameworks essential to real estate and infrastructure finance.

For a live commercial project, One Place FC Road, Pune (Mittal Brothers), I provided strategic advice on pre-leased assets, **tenant risk minimization**, coordinating market data with business growth goals.

I demonstrated expertise with **real estate analytics tools** and research-based decision-making by using the CRE Matrix data platform in conjunction with scholarly literature for secondary market analysis.

### **Dissertation: Analyzing the Impact of REITs on Real Estate Investment in India | BBA Semester VI**

I Conducted an independent research study to investigate how **Real Estate Investment Trusts (REITs)** are transforming real estate investment in India, including **regulatory evolution**, **investor behavior**, **capital market dynamics**, and **policy gaps**.

#### **Key highlights:**

Developed and implemented a **mixed-method** research framework that included a structured survey of 100 respondents (retail investors, real estate developers, and financial analysts), in-depth qualitative interviews, and secondary analysis of **SEBI reports**, **stock market data**, and global **REIT benchmarks**.

To identify structural gaps in the Indian market, I conducted a comparative financial analysis of Indian REITs (Embassy Office Parks, Mindspace, and Brookfield) against mature REIT markets in the United States, Singapore, and Australia, evaluating **dividend yields**, **NAV trends**, **occupancy rates**, **liquidity depth**, and **tax structures**.

Mapped **investor segmentation** based on **capital allocation behavior**, revealing how **salaried professionals**, **HNWIs**, and **institutional investors** differ in **risk appetite**, preferred instruments (direct property vs. REITs vs. fractional ownership), and expected returns. Used statistical methods such as descriptive statistics, frequency analysis, and correlation testing.

Produced data-driven policy recommendations for SEBI and the Ministry of Finance, including tax reforms under **Section 80C**, reduction of minimum investment requirements, extension of REIT asset classes into residential and industrial areas, and RERA integration for transparency.

Commercial real estate market mood was assessed across categories (office space, warehouse, and co-living), with 50% of polled investors expecting substantial growth in commercial real estate, which is directly related to infrastructure asset management and real estate company development

strategy.