

ROLL NUMBER: P25702074

Mr. Rishikesh Patil

Male

DOB

17-Nov-2003

TECHNICAL SKILLS

- MS Office
- EXCEL
- PowerBI
- Equity Research
- Infra finance
- Risk Management
- Market Research
- Investment Analysis
- MS Word
- Project Appraisal.

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 <i>Marketing</i>	AMITY UNIVERSITY, UTTAR PRADESH	77.7	2025-Apr
Intermediate <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)
Edsom Fintech Pvt. Ltd

04-May-2026 - 29-Jun-2026

8 Weeks
PROFILE: Finance and Banking Operations Intern

- Analysed financial data to support budgeting decisions and improve expense tracking across departments.
- Helped prepare financial reports and presentations used in internal decision-making, with research inputs for the team.
- Checked financial documents and transactions to reduce reporting errors and keep records audit-ready.
- Worked with the finance team to meet deadlines; received an "Excellent" performance rating.

Mittal Brothers

01-Aug-2024 - 01-Feb-2025

26 Weeks
PROFILE: Business Development Intern

- I Did primary and secondary market research on Pune's real estate market (competitor positioning, inventory movement, absorption, micromarket pricing) and shared findings as market studies.
- Prepared lease comparables and price benchmarks in Excel using 99acres ,CRE Matrix and Brokers info to support client negotiations.
- Carried out catchment area research and competition benchmarking to support new project launches.
- Built Excel trackers for lead conversion (cold calls, site visits, enquiries) and site and team targets, used for demand forecasting and monthly reviews.
- Wrote proposals, pitch decks and client requirement notes for a multi-site portfolio: OnePlace Baner, FC Road and Wanowrie, Sky High Hinjewadi, and early-stage work on Greenyards, Vishrantwadi.
- Represented the firm at a CREDAI event (two client conversions) and the Bank of Maharashtra redevelopment conference.
- Coordinated with brokers, channel partners and on-site teams; wrote site visit reports and meeting minutes for progress reviews

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 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.

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

Commercial Real Estate Market Research, Mittal Brothers, Pune ,Semester V

- Ran a mixed-methods study of Pune's commercial real estate: 13 interviews with investors, and, a survey of 81 respondents.
- Identified growth drivers in Baner, Kharadi, Hinjewadi and Wakad linked to IT growth, infrastructure and worker demographics.
- Compared yield benchmarks (5–10%), cap rate trends and appreciation potential across office, co-working, retail and logistics; studied the effect of GST and RERA on transparency.
- Gave input on pre-leased assets and tenant risk for One Place FC Road.

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

Analysed leverage, promoter pledging and governance risks in Adani Group's listed companies using financial statements

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 Analyzed **promoter pledge data** from **Adani Green, Adani Power**, and others to analyze **stock stability** and **credit risk** indications.
- This study improved my ability to read between the lines of **financial statements**, see red flags in **corporate governance**.

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

I have 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:

- Surveyed around 100 respondents and compared Embassy Office Parks, Mindspace and Brookfield REITs with US, Singapore and Australian REITs on yield, NAV, occupancy, liquidity and tax structure.
- Recommended extending REITs beyond offices to residential and industrial assets, and integrating RERA data for better transparency.