

Sandeep Aggarwal



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Aim to create progressive and growth oriented environment that gives scope for developing & exercising purposive management skills, apply professional experience and innovative teaching skills and to built a team that dynamically work towards the growth of organisation and society.

CAREER CONSPECTUS

- UGC NET qualified, Assistant Professor in Management at Institute of Law and Management Studies, Gurgaon (Maintained Institute of Maharshi Dayanand University, Rohtak.)
- An astute MBA professional having career of around 40 Months coupling strengths in Financial & Marketing.
- Proactive proficient with professional understanding of PMS, Equity and Funds, REIT's, M&A's, Derivatives, Hedge funds, Financial Engineering, Accounting, Consumer Behaviour, Research, Marketing.
- Highly innovative in depicting the subject matter to the students/audience, using traditional methods as well as modern aids. Aim is to bring corporate professionalism in education and meeting challenges of Modernization.
- Knowledge of common student's psychology and high concern towards problems faced in the learning process.
- Exceptionally well organised with track record that demonstrate self motivation, creativity and initiative to achieve organizational goals.
- Perfect knowledge about the common job duties of an academician and ability to perform them efficiently.
- Done key research projects in Behavioural Finance, Marketing, and other relevant studies.
- Key competencies in Business & Economic Analysis, Portfolio Management, Financial Analysis & Research, Financial Accounting and reporting, Financial Planning & Consultancy, Brand Management & CRM.

TEACHING EXPERIENCE

Maharshi Dayanand University, I.L.M.S- Gurgaon:

- ◆ Currently serving M.D.U as a regular faculty in Department of Management – Gurgaon campus from August 8 – 2012

Indira Gandhi P.G. Regional Center, Mirpur (Maharshi Dayanand University, Rohtak) 10 Months

- ◆ Assistant Professor, Department of Management Sc. (Finance and Marketing)
- ◆ Discussed subjects like Security Analysis & Portfolio Mgt, Retail Mgt, Research Methods, Consumer Behaviour, Financial Services, IT etc.
- ◆ Organizing and conducting various activities for developing Managerial skills
- ◆ Regularly conducting special workshops on topics like Advance Excel, SPSS, Minitab 16, MS-Access, Ms-Project, Outlook, Management skills and competency, etc.
- ◆ Undertaking various live project in collaboration with various organisation to make aspiring managers learn reality of business
- ◆ Organizing and managing activities related to Corporate Resource Development

PROFESSIONAL EXPERIENCE

BA Continuum India Pvt Ltd. (Bank of America Subsidiary), Gurgaon 8.5 Months

- ◆ Associate, US Trust Investment; GWIM-Private Wealth Management Bank of America
- ◆ Worked for Merrill Lynch, US Trust, Portfolio Manager within entire client portfolio management process
- ◆ Preparing Comprehensive Equity; Fund and Muni Research Reports
- ◆ Creating Strategic Industry Research and Sector Analysis Reports

- ◆ Doing portfolio transformation analysis and monitoring and reporting cost
- ◆ Creating weekly/monthly custom reports like tax analysis, performance reporting, and exception analysis
- ◆ Trend Analysis, Competitor analysis, Industry and Economic analysis

Tools:

- ⊙ Client Management Online for planning, recording and monitoring each and every client activity
- ⊙ First Rate Advisor to prepare performance reports, holdings reports, and various other strategic reports.
- ⊙ Wealth planner, Client Presentation for designing hypothetical portfolio's and their performance
- ⊙ Portview, Reg9, First to support project planning, resource allocation, collaboration and managing risk
- ⊙ Bloomberg, Morning Star, Factset, PSN Informa, Knowledge Reuters for research report preparation.

Haryana Suraj Malting Ltd, Bawal, Haryana

- ◆ Management Trainee 06 Months
- ◆ Client representation - industrial marketing, Supply chain Management and administration works

Stonehenge Incorporation (MPG Group Co.), Rewari, Haryana

- ◆ Junior Management Trainee 12 Months
- ◆ Worked with R&D department and assisting Strategic Business Unit - Excellent Solution in Business Analysis.
- ◆ Created clients in USA, UK & Dubai while working in marketing department.
- ◆ Part of planning & development team, for Hari OM Agarsen Hospital runned by company under CSR initiative.

TRAININGS UNDERTAKEN

- ⊙ Attended 5 Days Conference on 'Education in Values' organised by Rajyoga Education and Research Foundation, 1-5 June, Mount Abu
- ⊙ Completed one week Workshop on 'Computer Applications in Research, organised by Department of Commerce, M.D. University, Rohtak
- ⊙ Attended one day workshop on 'Analytical skills for Research in Business' organised by M.D. University, Rohtak
- ⊙ Completed Workshop on IFRS organised by Bank of America
- ⊙ Completed 2 Days Workshop on Advance Excel 2007 organised by Bank of America & NIIT
- ⊙ Six Sigma and implementation of kaizen and other financial modules by Bank of America.
- ⊙ Completed Amity Green Horn Military Training Camp at AMTC, Manesar (Haryana).
- ⊙ Completed training on 'Performing to Higher Standard – Individual + Team' by Bank of America.
- ⊙ Summer Training of 8 weeks with Reliance Money Ltd, Jaipur, on project title "Marketing strategy for an individual" (June-July 2010)
- ⊙ Summer Training of 4weeks with Shiv Engineering Industry Kapriwas in 'HR Interventions'

Research Publications and Papers

- ⊙ Dr. Sanjay Hooda, Sandeep Aggarwal, Consumer Behaviour Towards E-Marketing: A Study of Jaipur Consumers, *Researchers World- Journal of Art, Science & Commerce, Vol.- III, Issue 2(2), April 2012, (ISSN: 2231-4172)*
- ⊙ Sandeep Aggarwal, Globalization And Small-Scale Industries: The Indian Perspective, *International Journal of Research In Commerce, Economics & Management, Vol. 2 (2012), Issue 3 (March), (ISSN: 2231-4245)*
- ⊙ Sandeep Aggarwal, Balancing Professional & Personal Life: Work Life Balance Study @ Indian Oil Corporation Limited, *International Journal of Business and Management Tomorrow Vol. 2 No. 2 (ISSN: 2249-9962 & 2277-176X)*
- ⊙ Dr. Sanjay Hooda, Sandeep Aggarwal, Integrating MIS and Internet Marketing: A Value Driven Approach, *International Journal of Research in Finance and Marketing, Volume 2, Issue 2, (ISSN: 2231-5985)*
- ⊙ Sandeep Aggarwal, Financial Inclusion- Understanding through Behavioural Perspectives, *ZENITH International Journal of Business Economics & Management Research, Vol.2 Issue 2, (ISSN: 2249 8826)*
- ⊙ Sandeep Aggarwal, Parul Mittal Consumer Perception Toward Branded Garments: A Study of Jaipur, *International Journal of Research in Finance and Marketing, Volume 2, Issue 2, (ISSN: 2231-5985)*

- Sandeep Aggarwal, Parul Mittal, Investment in Financial Products: What Motivate The Investor - A Study In Jaipur *International Journal of Management Research and Review*, Jan 2012/ Volume 2/Issue 1/Article No-17/171-185, (ISSN: 2249-7196)
- Sandeep Aggarwal, Parul Mittal, Non-Performing Assest: Comparative Position of Public and Private Sector Banks in India, *International Journal of Business and Management Tomorrow* Vol. 2 No. 1(ISSN: 2277-176X)
- Sandeep Aggarwal, Parul Mittal, Analysis of FDI Inflows and Outflows in India, *ZENITH International Journal of Business Economics & Management Research*, Vol.2 Issue 7, (ISSN: 2249 8826)
- Sandeep Aggarwal, Dr. Sanjay Hooda Psychology of Investing” Reviewing investor from Behavioural Perspectives, *International Journal of Marketing, Financial services & Management Research*, Vol.1 No.2 April-June 2012, (ISSN: 2277-6788)
- Dr. Sanjay Hooda, Sandeep Aggarwal, Awareness And Implementation of Safety provisions of Factories Act, 1948 In Haryana : Employee Perspective, *EXCEL International Journal of Multidisciplinary Management Studies*, Vol.2 Issue 8, August 2012, (ISSN: 2249 8834)
- Sandeep Aggarwal, Dr. Sanjay Kumar, Children’s in TV Commercial’s: Review of Toiletries and Personal Care Advertisements, *ZENITH International Journal of Business Economics & Management Research*, Vol.2 Issue 8, (ISSN: 2249 8826)
- Sandeep Aggarwal, Dr. Sanjay Kumar, Children’s in TV Commercial’s: Review of Pharmaceuticals and Health Advertisements, *International Journal of Social Science & Interdisciplinary Research*, Vol.1 Issue 7, July 2012, (ISSN: 2277 3630)
- Weather Derivatives: What it means to India, paper presented in, National Conference on Emerging Issues in Investment Management in India organised by IMSAR and Rohtak Matcom Education Society, Maharshi Dayanand University, Rohtak 15 December, 2012.
- Sustainable Tourism Development in India: A Conceptual Framework, paper presented in, National Conference on Managing Sustainable Tourism Development organised by Institute of Hotel and Tourism Management, Maharshi Dayanand University, Rohtak 1st October 2012
- What make him Invest: Rationality or Irrationality? “Empirical study on Investors of Haryana, paper presented in, International Conference on Management Perspectives: Strategies for Business Continuity, Growth and Sustenance, organised by Amity University, Rajasthan, September 6-7 2012.
- Strategic Behaviour in Economic Downturn and its Impact: Innovative Marketing Strategies, paper presented in, National Conference on Business, Economics and Management organised by R.P Educational Trust Group of Institutions, Karnal
- “Behavioural Finance: Irrational Perspective of Investing”, paper presented in, National Conference on Emerging Issues in Investment Management in India organised by IMSAR and Rohtak Matcom Education Society, Maharshi Dayanand University, Rohtak 21st April 2012.
- “Microfinance and Financial Inclusion: Spanking View”, paper presented in, National Conference on Emerging Issues in Investment Management in India organised by IMSAR (M.D.U) and Rohtak Matcom Education Society, Maharshi Dayanand University, Rohtak 21st April 2012.
- “National policies for Tourism Development in India”, paper presented in, National Seminar on New Paradigms in Tourism Industry organised by DAV Centenary College, Faridabad (Haryana), 17-18 March 2012.
- “Rural Tourism: Imminent Destination”, paper presented in, National Seminar on New Paradigms in Tourism Industry organised by DAV Centenary College, Faridabad (Haryana), 17-18 March 2012.
- “Overview of SEZ with special reference to Haryana”, paper presented in, National Seminar on Haryana in National Perspective organised by Department of Economics, M.D. University, Rohtak, 14-15 March 2012
- “Rural Tourism: Future of Tourism Industry”, paper presented in, National Seminar on Tourism Planning and Development In India: Setting Agenda For Tourism Research organized by Department of Tourism and Hotel Management Kurukshetra University, Kurukshetra, Haryana, 27-28 February 2012.
- “Financial Inclusion and Microfinance in India: A Fresh Look”, paper presented in, 2 National Conference on Business Strategies and Economic Growth : The Way Forward, organised by Poornima Group of Colleges, Jaipur, 17-18 February 2012.

- ⊙ “Integrating MIS and Internet Marketing: A Value Driven Approach”, paper presented in, International Conference on Competitiveness and Innovation in Management, organised by Euro Asia Research & Development Association, 29th January 2012.
- ⊙ “Derivative Market in India: What Ahead”, paper presented in, National Conference on Emerging Issues in Investment Management in India organised by IMSAR (M.D.U) and Rohtak Matcom Education Society.
- ⊙ Participated in 5 days conference on “Education in values and spirituality” organised by Rajyoga Education & Research Foundation and Prajapita Brahma Kumaris Ishwariya Vishwa Vidyalaya, 1-5 June 2012
- ⊙ Dissertation project on “Behavioural Finance: psychological approach to financial markets”
- ⊙ Project on the “consulting Business”- Feb-March 2010 (won1st prize).

PERSONAL MILESTONE

- ⊙ Awarded All round student Award for 2008-10 batch in university; Bronze Medal in academics.
- ⊙ 2nd Prize in Woodstock (virtual trading) in IIT kadhagpur National level Fest among 7500 participants.
- ⊙ 2nd prize in Dalal Street National level fests organized by MNIT Jaipur.
- ⊙ 2nd prize in Analyst, at National Level in Fest organized by Laxmi Niwas Mittal IIT; JIMJ individually.
- ⊙ 2nd prize in AD-MAD Show in National Level Management fest ABHIYUDYA.
- ⊙ Winner Tech-Talk in National level competition organised by National Institute of Medical Science.
- ⊙ Moderator and Panel Member in panel discussion “emerging trends in Finance: Issues and challenges” organised by Amity University and Genpect.
- ⊙ Winner Intra University Management Quiz.
- ⊙ Student Coordinator for Amity Management Club, CRC and hostel management, AYAM-10.

SKILLS

- ⊙ Knowledge of statistical packages like SPSS, SigmaPlot, Minitab 16.
- ⊙ Proficient in latest MS packages. (MS- Office; Publisher; InfoPath; Visio; Project, 2007-10)
- ⊙ Knowledge of C language, DBMS & MIS, etc.
- ⊙ Event Management, Planning and Analysis skills with high degree of conceptualization.
- ⊙ Excellent spoken / written / presentation skills (elementary business French)

SCHOLASTICS

- ◆ Master in Business Administration (dual specialization Finance and Marketing) from Amity Business School, Amity University, Rajasthan 2010. (8.9 CGPA)
- ◆ Bachelor in Business Administration - Maharshi Dayanand University, Rohtak 2008.
- ◆ All India Senior Secondary Examination - Central Board of Secondary Education 2005.
- ◆ All India Secondary School Examination - Central Board of Secondary Education 2003.
- ◆ Certificate course in Behavioural science – Amity Institute of Behavioural & Allied Sciences
- ◆ Foreign Language course in French – Amity School of Languages
- ◆ Certificate course in Business Communication – Amity system for Communication Enhancement & Transformation

PERSONAL DOSSIERS

Date of Birth : 28th November, 1989
 Address : 111, New Anaj Mandi, Rewari, Haryana-123401

Sandeep Aggarwal