

AYAN SARKAR

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Word Permit: Eligible for internship in Spain

PROFESSIONAL SUMMARY

Consultant/Finance professional with 5+ years of experience managing high-value private equity accounts and delivering exceptional client results. Managed a P&L of \$1 million, contributing to gross profits of \$2.3 million and driving revenue growth across global accounts Sequoia Capital, Bain Capital, and Temasek. Assisted in onboarding 2 new Venture Capital (VC) clients, Sequoia Capital and A91 Partners. Expertise in account planning, project management, and stakeholder collaboration across international markets, with strong skills in financial analysis and modelling, econometrics, and MS Office.

EDUCATION

IE BUSINESS SCHOOL

Madrid, Spain

International MBA – Master's in Business Administration

Jan. 2025 – Mar. 2026 (Expected)

- GPA – 3.66 / 4 | President of the IE Impact Investing Club
- Concentration: Finance & Investments (Financial Modelling – DCF & LBO, Investment Banking, Asset Management)
- Startup Lab – Arena (Esports Platform): Building and validating an esports content aggregator, including 40+ user interviews, prototype development, and GTM strategy design.
- IE M&A Lab: Delivered a strategic acquisition recommendation by evaluating industry trends and assessing target attractiveness (Timeleft, Chanza) and buyer fit (Bumble) within the Experience Economy.

NMIMS UNIVERSITY

Mumbai, India

Bachelor of Science: Economics

July. 2015 – May. 2018

- GPA: 3.41 / 4 | Research Paper: Determinants of outcomes of MMA Bouts in UFC
- President - Debating & MUN Society | Best Speaker - NMIMS School of Economics (2018)

PROFESSIONAL EXPERIENCE

THIRD BRIDGE GROUP LIMITED (Investment Research, \$67 MN)

Mumbai, India

8 offices globally – London, New York, Mumbai, Dubai, Hong Kong, Beijing, Seoul

Client Development Manager (Private Equity)

Oct. 2023 – Oct. 2024

- Owned a P&L of \$1 million. Contributed to a total gross profit of \$2.3 million over 3 years, leading a team of 5 members.
- Entrusted with handling 5 Special Client Group accounts (top 20% of accounts bringing in 80% of revenue).
- Collaborated with stakeholders across London, New York, and Hong Kong to deliver on 100+ international projects.
- Engaged in account planning and analysis, budgeting, and forecasting growth.

Senior Associate (Project Manager)

Feb. 2022 – Sep. 2023

- Brought in revenue of \$600,000 + led account-level analyses and call-outs.
- Lead Project Manager on key PE and VC accounts like Sequoia Capital, Bain Capital, and Temasek. Strategized with AVP on how to improve delivery on Sequoia Capital projects and helped save renewal.
- Took initiative in collaborating with HR to plan out a compensation structure for Associates working post work hours.

Client Associate

Jul. 2019 – Feb. 2022

- Grew a key strategic account, Arohi Asset Management, by over 800%.
- Headed key accounts Warburg Pincus Mumbai and Arisaig Partners and achieved highest Billed Hours in 2020.

ERNST & YOUNG (CONSULTING, \$53.2 BN)

Mumbai, India

Analyst

Jun. 2018 – Dec. 2018

- Executed client-facing projects such as internal audit and revenue assessment as part of Risk Advisory Services for Telecom Enterprise Clients.
- Revenue Assessment Project - Partnered with ST Telemedia in managing their data center operations.
- Assessed & validated revenue projections by reviewing customer order forms, contracts & governing documents.

LANGUAGES

English (full professional proficiency) | **Hindi** (full professional proficiency) | **Bengali** (native) | **Spanish** (elementary)

TECHNICAL SKILLS

MS Office (including advanced Excel) | Financial Modelling (DCF & LBO) | Bloomberg Terminal | R

AI & Automation: Zapier, n8n, Agentic AI workflows | **Design & Presentation:** Canva, Gamma, Lovable

OTHER INFORMATION

- **Certifications:** PADI Open Water SCUBA certification, Bloomberg Market Concepts
- **Volunteer:** Official Exhibition Guide of the ANNE FRANK HOUSEMUSEUM (Amsterdam, Netherlands, 2013)

- Active living (MMA, scuba diver, artist); trained musician (5 years of violin - passed Trinity College London Grade 4)