Hardik Makhija |D.O.B. - 25th June, 1998

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EDUCATIONAL QUALIFICATIONS

YEAR	COURSE	Board/Institute	PERCENTAGE (%)
Jul 2021	CA Final (Both Groups)	The Institute of Chartered Accountants of India	54.38
Nov 2017	CA Intermediate (Both Groups)		53.14
Jun 2016	CA Foundation		64.00
Dec 2019	CS Executive (Both Groups)	The Institute of Company Secretaries of India	54.42
2019	BCOM (Hons.)	Delhi University	2nd Division
2016	ISC(12th)	St. Peter's College, Agra	90.00
2014	ICSE(10th)		89.40

WORK EXPERIENCE

Industrial Trainee: Aditya Birla Group, Mumbai (Corporate Strategy & Business Development) (Apr'20 – Sep'21)

- Involved in **Industry deep-dive** and exploring **market opportunity for linen** in Home Textile category for **JayaShree Textiles**, a division of **Grasim Industries Limited** as a part of Business Development.
- Assisted in building **financial model** for **potential M&A** opportunity for **Hindalco Industries Ltd** in a transaction amounting to **~₹ 250 crores** along with performing **Cost Benchmarking Analysis** and exploring Potential **Tax synergies**.
- Involved in analyzing **global opportunities and markets** for Ceramic Insulators for **Aditya Birla Insulators** as a part of Business Development.
- **Peer to Peer Benchmarking & Review of Aditya Birla Group Businesses** to analyze **sector-wise capital allocation** for the group as a whole, conducting research across 10+ sectors under the leadership of Mr. Shiv Shivakumar, Group Strategy Head, which was later presented to the Group Chairman, Mr. Kumar Mangalam Birla.
- Explored **Marketplace/Ecommerce opportunities** for **Aditya Birla Chemicals** as a move towards Digitalization for achieving **organic growth** by targeting new customer base across new geographical locations resulting in increased bottom line.
- Evaluated **Acquisition Opportunity** of a **steel player** in Steel sector as part of GOI initiative for strategic disinvestment.
- Conducted **secondary research** on **Quick Service Restaurant Industry** along-with deep dive into industry sizing, segmentation, future projections and growth opportunities.
- Explored **Potential Acquisition opportunities** and identifying **key synergies** for achieving **inorganic growth** for **Aditya Birla Finance Ltd.** (Subsidiary of Aditya Birla Capital) by analyzing target companies on various parameters, which assisted in **AUM growth by 30%**.
- Assisted team members in conducting **secondary research** on various data points and extracting company data, industry/ analyst reports.

Articled Assistant: Agarwal Rakesh Kumar & Co., Agra (Audit & Taxation) (Feb'19 – Apr'20)

- Handled **Statutory & Internal audit assignments** for Leather Footwear entity & Educational Institutions.
- As a part of the internal auditor's team, the role was to evaluate the **internal controls** and **operational efficiency** of the system followed by the clients.
- Handled various assignments relating to **GST Advisory, Compliances & Audit.**
- Rendered **Advisory services** with respect to GST, Income tax and tax audit matters.
- **Preparation of Financial Statements** as per AS & Schedule III including cash flows.

Articled Assistant: BDO India LLP, Gurgaon (Indirect Tax) (Apr'18 – Feb'19)

- As a part of the Indirect tax team, assisted the clients in **GST law compliances** and conducted **GST Implementation reviews**.
- Provided **Research Assistance in Advisory engagements** related to GST matters.
- Conducted **due diligence** with respect to **Indirect tax compliances** implemented by the target company.
- **Independently** handled the assignment to obtain **RCMC** (Registration cum Membership Certificate) from SEPC (Service Export Promotion Council) for a client to avail SEIS (Service Exports from India Scheme) benefits under Foreign Trade Policy.

EXTRA – CURRICULAR ACTIVITIES

- Participated in various **singing competitions, one act plays and quiz competitions** during **cultural** weeks at the school.
- Elected as the **Secretary of Commerce Club**, St. Peter's College for the year 2015-2016 and shouldered responsibility of **organizing B-World**, an initiative by our club wherein we conducted various inter-school events.
- **Volunteering** at social camps and Blood Donation Camps.

ACHIEVEMENTS AND SKILLS

Soft Skills	▪ Communication and Interpersonal skills ▪ Analytical Thinking & Patience ▪ Efficient Team worker & Adaptability in the workplace
Technical Skills	▪ Proficient in **MS-Excel, Word and PowerPoint**. ▪ Good knowledge of **GST law, Income tax law, Indian Accounting standards.** ▪ Hands-on Experience with softwares like **FactSet Terminal**, **EMIS**, **VCC Edge, Private Circle, CRISIL Research portal**. ▪ Provided **consultancy** on **Investment- linked Tax deductions options**, **Stock Market & Mutual funds investment options**, **Cryptocurrency investments** to various clients.
Achievements	▪ **Won** various **accolades** in singing, one act plays and quiz competitions at school level. ▪ Cleared **CS Executive** Programme (Both Groups) in **first attempt** in December 2019 and secured **1st Rank from Agra District**.

INTERESTS

Singing, Reading novels & business news, Cricket & Badminton, Inquisitive about Value investing principles, **Stock & Crypto Market** Enthusiast