

Vineeth Hari Naik

c/o Aquaviva, Via Carlo Marochetti, 12, Milan, Italy, 20139
+39-3276381990 | naik.vineeth@gmail.com | www.MilanKaRaja.com
Nationality: Indian, Work Permit: Italian
Date and place of birth: 30th August, 1987, Bangalore, India



Profile summary

- Self-employed blogger & web developer, successful multilingual sales executive, investment consulting analyst, economic research intern, masters in finance and former mechanical engineer. Seek to capitalize on diverse skills and experience in Business, Finance & Technology in a challenging role.

Current experience

MilanKaRaja.com Milan, Italy Aug, 2016 – present	<i>Self-employed Blogger and Web Developer</i> <ul style="list-style-type: none">Developing website/blog www.MilanKaRaja.com independently, with content based on personal life, career and travel as an Indian expat in EuropeSeeking to capitalize on the blog as a platform to market consulting services in Equity Research, Web & App development etc. in collaboration with personal network
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Education

Università Commerciale Luigi Bocconi Milan, Italy Sept, 2010–March, 2013	<i>Master of Science in Finance</i> <ul style="list-style-type: none">Master thesis: Wealth Effects of Asset Securitization: The story after the Global Financial Crisis<ul style="list-style-type: none">Empirical study to analyze the advantages & disadvantages of asset securitization as perceived by European investors.Relevant courses: Financial Analysis & Reporting, Corporate Finance/Business Valuation, Company and Financial Market's Law and Regulations, Investment Banking, Real Estate Finance, Quantitative Finance & Derivatives, Financial Econometrics and Numerical Finance, Structured Finance & Project Finance Risk Management in Banking & Insurance, Advanced topics on Risk Management & Asset Pricing
Indian Institute of Technology Delhi New Delhi, India July, 2005–July, 2009	<i>Bachelor of Technology in Mechanical Engineering</i> <ul style="list-style-type: none">Bachelors thesis: Study of using Alternate Fuel Blends in CI Engines<ul style="list-style-type: none">Developed a clean fuel for Diesel engines based on Compressed Natural GasRelevant courses: Mathematics, Computer Science, Statistics, Economics, Humanities

Previous experience

Western Union Money Transfer Rome/Milan, Italy July, 2015 – July, 2016	<i>Consultant/ Territory Sales Executive – Sales & Business Development</i> <ul style="list-style-type: none">Expert of Italy-India corridor, responsible for territories on a rotational basisBoosted revenues by initiating business at numerous service points independentlyDeveloped commercial skills discussing value addition of services to small shopsResponsible for filing contractual documents, building trust and relationshipsInvolved in agent risk assessment, examination of business profilesCoordinated out door promotional and marketing events at multiple regional locationsTrained in compliance for money transfer business i.e. Anti Money Laundering etc.
B&F Global Advisor Turin, Italy Dec, 2014 – June, 2015	<i>Consultant (Consultancy & Brokerage start up)</i> <ul style="list-style-type: none">Introduced to the brokerage of Bank Guarantees in an entrepreneurial environmentInitiated contact with senior industry professionals seeking to meet their financing needsConducted Business Valuation, Financial Analysis, Business Plan development etc.
Mercer Consulting Milan, Italy Jan, 2014 – July, 2014	<i>Analyst in Investment & Retirement Consultancy</i> <ul style="list-style-type: none">Supported senior associates in both the Investment and Retirement teamsPerformed Investment Manager selection exercises, Conducted country wide asset allocation survey, Calculated portfolio risk metrics, Updated investment reports with high attention to detail, prepared sales presentationsCoordinated a major tender application process liaising with the Mercer UK officeHandled valuation, reporting and client support for retirement benefit programs of numerous major corporates in ItalyPerformed core technical actuarial calculations on Excel

Dubai International Financial Center (DIFC) Dubai, UAE Oct, 2011 – Jan, 2012	<i>Macroeconomics Intern at the Chief Economist's Office</i> <ul style="list-style-type: none"> Worked on research projects and publications involving the economic analysis and forecasts of the MENA and DIFC region economies Published research paper “From Frontier to Emerging: Does Reclassification Matter” , prior to the eventual MSCI reclassification of UAE & Qatar to Emerging Market status Processed large economic data sets of the GCC region for seasonal effects
Minda Corporation Ltd Noida, India May, 2008– July, 2008	<i>Design Trainee in the R&D division</i> <ul style="list-style-type: none"> Designed and improved innovative locking systems for automobiles Researched patent files and assisted the team to patent a new design
Bharat Heavy Electrical Limited (BHEL) Hyderabad, India May, 2007– July, 2007	<i>Production Trainee</i> <ul style="list-style-type: none"> Interviewed engineers and presented a comprehensive report on the production of Gas & Steam Turbines

Projects

Freelance project June, 2015 – July, 2015	<i>Portfolio Position Sizing Algorithm</i> <ul style="list-style-type: none"> Developed a portfolio position sizing algorithm on MATLAB that adjusts trade sizes based on volatility indicators, Conducted back testing to check strategy performance
Curriculum project Feb, 2011 – May, 2011	<i>Private Equity Funds: Study of Regulation & Analysis of Limited Partnership Agreement</i> <ul style="list-style-type: none"> Analyzed key characteristics of PE Funds in comparison to other investment vehicles Examined the regulatory framework setup, Assessed the rationale behind the various clauses of the Limited Partnership Agreement (LPA)
Curriculum project Sept, 2010 – Dec, 2010	<i>Valuation of the Barilla Group</i> <ul style="list-style-type: none"> Worked in a multinational team to present a comprehensive business valuation
Curriculum project Sept, 2010 – Dec, 2010	<i>Financial Statement Analysis of the Carrefour Group</i> <ul style="list-style-type: none"> Analyzed financial health of a major retail group establishing analysis of growth, profitability, liquidity, solvency in comparison to industry
Curriculum project Jan, 2007 – April, 2007	<i>Engineering: User friendly mechanized book shelf</i> <ul style="list-style-type: none"> Designed and manufactured an innovative book shelf that solves spacing and accessibility issues, Project covered by India's leading magazine 'India Today' with readership of over 5.62 million

Other skills, activities and achievements

Leadership Activities:	<ul style="list-style-type: none"> Coordinated the IIT Delhi college sports festival, which hosted over 250 nationwide teams Managed maintenance work of college dormitory of 400 students Led a team of 350 students as a House Prefect in various competitions to WIN the house trophy Helped underprivileged children to read and write as a volunteer at an NGO named “Santhwana”, Hyderabad
Interests:	<ul style="list-style-type: none"> Travelling, cooking, reading, investing in equity, blogging & web development
Languages:	<ul style="list-style-type: none"> English, Hindi (Fluent); Italian (Working proficiency); Telugu, Urdu (Intermediate)
Computer Skills:	<ul style="list-style-type: none"> Quick learner of new software and systems MS Office (Excel, Word, Powerpoint, Outlook), HTML, CSS, Java Script, PHP, VBA, SQL (basic), C, R, Python, MATLAB, SEO Bloomberg and Reuters training

(I AUTHORISE THE USE OF MY PERSONAL DATA ACCORDING TO LAW 196/2003)