

AKRITI GUPTA

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EDUCATION

IIM Calcutta: MBA (Finance & Economics) 2018 – 2020 **[7.33/9]**

IIT Guwahati: B. Tech. (Electronics & Comm. Engg.) 2010 – 2014 **[8.09/10]**

ACADEMIC ACHIEVEMENTS

- **Institute Rank 5** in Term 3 with a GPA of 8.5/9 & **Institute Rank 16** in Term 4 with a GPA of 8/9 at IIM Calcutta
- Specialization in Finance & Economics during MBA at IIM C; Passed Level 1 of the CFA Program in Dec 2015

PROFESSIONAL EXPERIENCE

Akasa Air

Finance Controller

Mumbai

[Feb 2024 – Apr 2025]

- Led the International readiness of Akasa Air flight operations for all the Finance & Procurement requirements
- Mentored a team of 3 people for the Finance Controllership of APS, M&E, Marketing & HR departments
- Solved Business Problems to bring Cost Efficiency for Ground Handling, Call Centre, Maintenance & Engineering
- Supervised Financial Planning, Forecasting, P&L, Variance Analysis & monthly-closure using Excel, SAP, etc.
- Managed stakeholders to aid Business Finance, Cost Control, Budgeting, tracking of KPIs, Contracting, etc.
- Evaluated Pricing (PRASK metric) of Akasa Air & its competitor to figure out a path to reach steady state PRASK
- Reviewed the Expenses of FY24 to check for any leakages, contractual issues, etc. to optimize Cashflow and Cost

Just Dial Ltd.

AGM – Corporate Strategy

Mumbai

[Oct 2022 – Sep 2023]

- Drove Sales Strategy and Cost Optimization measures with the vision of eventually leading a function or vertical
- Prepared AOP FY24 targeting growth in Revenue & engagement and including re-seller model & cost reduction
- Evaluated Pricing / RPL in certain Category-Pincode which resulted in **INR 40 cr. revenue (4%)** increase annually
- Handled campus hiring initiative across IITs & other undergrad colleges to hire talent under GET program
- Analysed sales team performance to take corrective actions; formulated new incentive scheme for sales team
- Reduced effort to rectify ~6.5 lacs Chain listings; Identified 5,000 new Chain Categories to make it 30,000

Repute Network

Head – Finance

Bangalore

[Sep 2021 – Sep 2022]

- Facilitated Financial, Regulatory & Product Strategy related activities of the firm, working directly with Founders
- Headed Corporate & Operational Finance for a **25-30 person start-up**, paving the way for scale-up and growth
- Handled Investor Relations for debt raise; handled MIS, Budgeting & Planning for all functions using Zoho suite
- Developed P&L, Cashflow along with taking care of audit, payroll, payables, and receivables across channels
- Partnered with Banks and Fintech companies in order to revamp payment processes, payroll management, etc.

Aventus Capital

Associate, Digital & Tech. Investment Banking

Mumbai

[Sep 2020 – Mar 2021]

- Closed **\$100mn Series C** fundraise for **Infra.Market** at **\$1bn valuation** getting involved in business & commercials
- Farmed SaaS businesses by doing growth, competition & product-market fit analysis using ARR, NRR, CAC, Churn
- Engaged with clients to derive Valuation (DCF, Comparables), Financial Model, Market size, Pitch Deck, Memos
- Elicited investor reach-outs for deal launch and reviewed term sheets, NDAs, DD Reports, Cap. table, SSA, SHA

Nomura

Associate, Global Markets

Mumbai

[Jun 2016 – Jun 2018]

- Administered hedges, risks & margin requirements for trades as part of CVA-FVA trading desk & Global Margin
- Facilitated Initial Margin cost saving by optimisation runs; reconciled trade using excel, pivot tables, VBA, etc.
- Priced CVA portfolios basis counterparty credit risk, FX & IR risk, using Bloomberg, CapIQ & liaising with traders
- Worked in 3 member team which took Global Margin project live to track margin under Bilateral IM Regime

Oracle

Member of Technical Staff, Enterprise SaaS

Bangalore

[Jul 2014 – May 2016]

- Delivered additional features for SOAaaS Enterprise Manager for **10+ B2B clients** to provide SOA provisioning