

SALONI RAI

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EDUCATION & LEADERSHIP

Drexel University LeBow College of Business
Bachelor of Science in Business Administration
A.J. Merit Scholarship

Anticipated Graduation: *June 2023*
Majors: *Finance & Business Analytics*
Cumulative GPA 3.73

WORK EXPERIENCE

FMC Corporation

Finance Analyst

Philadelphia, PA

March 2022 – Present

- Perform monthly closure tasks using SAP S4/Hana for the operations finance team, including updating UOC metrics, combining the monthly review deck, and analyzing spending variances for the company's 26 worldwide manufacturing facilities
- Maintain and improve the current reporting package (P&L, Capex, and Working Capital), and prepare monthly, quarterly, and annual reports of the company's finances for senior management
- Support the Procurement and Operations team to recoup additional capital spent to outsource manufacturing operations in the Asia Pacific region due to an unexpected plant shutdown amounting to over \$20 million in insurance claims
- Assist the CFO with the development of a comparison analysis template to understand the various positive and negative trends of FMC against its primary competitors

Children's Hospital of Philadelphia (CHOP)

Finance & Accounting co-op

Philadelphia, PA

April 2021 – September 2021

- Constructed quarterly financial forecasts to help executives properly allocate funds to various projects
- Analyzed historical company costs to identify trends and variances between different periods, and presented the results to senior managers
- Adhered to standards in all areas, including data collection, research protocols and regulatory reporting; Produced weekly metrics to track data migration progress of 5000+ studies
- Collaborated with sponsors and investigators to carry out efficient and fully compliant research trials for at least 10,000+ studies; Used electronic systems such as Workday and eIRB to gather data, prepare invoices and maintain positive business relations with industry sponsors

India Infoline Securities

Private Wealth Management Intern

Mumbai, IN

September 2020 – November 2020

- Attended regular sales meetings and highlighted sectors with a prospective growth 10% above the benchmark
- Prepared presentations analyzing equity and fixed income returns, respectively, in prospective portfolios to decide optimal portfolio allocation
- Engaged in market research to explore better financial planning methods to help clients; sent in alerts to clients and supervisors about financial risk and changing markets, advised clients on paths to mitigate risk and boost security

PROJECT EXPERIENCE

JP Morgan & Chase Virtual Investment Banking Internship

Virtual Intern

Philadelphia, PA

March 2022 – May 2022

- Identified 5 strategic M&A targets with \$500MM+ EBITDA for a US-based brewing company looking to expand into Asia
- Modeled DCF based on forecasted data, factored potential issues related to supply chain interruption, recommended bid price of \$1BB for a potential target, and developed a negotiation strategy

Bloomberg Trading Challenge

Team Member

Philadelphia, PA

October 2021- December 2021

- Construct an equity portfolio with \$1,000,000 notional amount; Current rank - 22nd position out of 600 teams worldwide
- Collaborating with a four-member team to pick stocks in order to generate the highest P&L relative to the Bloomberg World Large, Mid & Small Cap Price Return Index (WLS Index)

DEI – Fortune 500

Business Analyst

Philadelphia, PA

October 2021- December 2021

- Used R-Studio to understand if Fortune 500 companies are ranked according to their DEI initiatives; ANOVA and Multilinear regression on R was used for the analysis
- Results were compiled in a boxplot and bar graph to understand the rankings and presented to the faculty

LEADERSHIP & INVOLVEMENT

Delta Sigma Pi – Professional Business Fraternity

VP of Finance

Philadelphia, PA

December 2020 – December 2021

- Administered annual budget of \$10,000 to maintain a healthy balance sheet to fund operations and new member recruitment
- Documented and promptly recorded all chapter revenue and chapter expenses in a standardized accounting system
- Coordinated with event chairs and managed fundraising to hold leadership and networking events in the business school

ADDITIONAL INFORMATION

- *Involvement:* Drexel's Campus Activities and Board | Drexel Women in Business | Delta Sigma Pi
- *Certifications:* Bloomberg Market Concepts Certificate
- *Skills:* Tableau, FactSet, MS-Excel, MS-Access, Statistix, R-Studio