



## Manoj Bhaip

**Fintech Introducer, Analyst fresher, MBA finance, BSc Electronics telecommunication 8+ year experience**

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*Fintech Introducer, Financial Analysis, Finance, Accounts and sale, MBA with 8 years of Global experience with cross functional teams. Knowledge of Tally, Quick-books, Power BI, Looker BI, Google analytic, Microsoft CRM 365, Microsoft office 365, Hubspot crm, salesforce crm, slack, mail chimp, Microsoft excel.*

### EXPERIENCE

#### **International Financial Options, Remote Global Financial Introducer**

*October 2020-present*

**Fintech Introducer, analysis, marketing and lead generation, Mutual fund. derivative fund, ETF, Digital banking payments, foreign exchange, Crypto. Financial advisory. Social media marketing, google analytics.  
Working with HNW client globally and providing them with best investment analysis and options.**

#### **MATCHLESS IT UK LTD, Remote Account Manager Remote**

*October 2020 to 31 Jan 2021*

**Consultant Cyber security and cloud service, Account Management. B2B  
Cyber Security Product sales analysis Marketing  
New prospect B2B lead generation  
Cold Calling international B2B clients  
Europe UK market Analysis**

#### **Borneo Sky Limited, Remote Senior Manager Account**

*November 2019-october 2020*

**SAAS sales, consultant  
remote workforce management software,  
UK, USA, and India Markets  
Social Media Marketing**

#### **Auricle energy solutions LLC, Goa Managing Partner**

*July 2016- November 2019*

**Partner, Management General Management  
Solar power generation for home and Business  
Solar Farm Management, Finance accounting Budgeting,  
Marketing sales of renewable energy products  
Home Interiors and Automation  
B2B, B2C, Social media Marketing, General Management, project management.**

#### **Pyramid Interiors Pvt Ltd, Goa Finance and accounts Manager**

*November 2013 to June 2016*

**Handling General Management of four companies, Pyramid Interiors pvt ltd, Pyramid construction, Marbela resorts pvt ltd, Pyramid Hospitality.  
Handle big projects like Tata starbucks store development for TATA starbuck, OZONE group hotel project, Taj hotels, Nestle Manpower, Budgeting to project Management, Account and Finance, Operations, Bookkeeping, Audit, Tally ERP, Budgeting, Balance sheets . Handling different crossfunctional teams,  
Since it was small company it was a great initial learning experience.**

**Centrum Direct Ltd, Pune**  
**Management Trainee**

*June 2013-September 2013*

foreign exchange, remittances, banking, book entries' bank reconcilliation, sale and purchase vouchering, Teller, Cashier, Forex branch Operations.

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**Whistling Woods International, Mumbai**  
**Summer Intern**

*May, 2012-Jul, 2012*

finance and accounts, taxations , budgeting, Project on analysis of financial condition of the company

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**EDUCATION**

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**Pune University, Alard Institute of Management Sciences. Pune**  
**Masters of Business Administration**  
**MBA General in Finance Management,**

*June 2011-May 2013*

**Dm's College of Arts Commerce Science Goa University**  
**Bachelor Of Science**

*June2007-April2011*

**Electronics and telecommunications.**

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**SKILLS**

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Microsoft Excel advanced, Microsoft Power BI, Microsoft office 365, Looker BI, Hubspot, Salesforce, Sales1, Slack, Tally ERP, SQL for data science, Python for data analysis.

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**CERTIFICATIONS**

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**Fundamentals of Data Analysis- Power of looker**  
**Udemy**

*March2020*

Data analysis using Looker, basics of data analysis, Pivot table, Data Modeling, Look ML

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**Python For Finance, Investment fundamentals and data analysis**  
**Udemy, Career 365**

*May 2020*

**Basics of analytics**

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