

ARJUN SHARMA

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AI Manager at a DFSA-regulated Dubai investment firm — promoted from analyst to lead AI across research and operations. Nearly five years spanning public equities research, distressed/structured deal evaluation, and ESG, while building the firm's research tooling, dashboards, and on-premises AI inference stack. MBA (Finance & Technology), CUHK.

EXPERIENCE

Synergy Capital — Dubai, UAE

Nov 2021 – Present

AI Manager — Research & Empowerment (2026 – Present) · *Financial Analyst* (2021 – 2026) · *DFSA-regulated private equity & advisory firm within a multi-entity family office structure*

- Produce equity research tearsheets across metals & mining, semiconductors, infrastructure, and renewables (Eramet, Sigma Lithium, JSW Cement, GMR Airports/Fraport, First Solar, Barrick, SK hynix memory comp set) — including EBITDA reconciliation, WACC builds, and trailing/forward comp multiples
- Built and maintain the firm's Public Equities Dashboard: a value screen scoring ~3,500 large-cap liquid names from S&P Capital IQ on a six-criteria model, plus weekly momentum/drawdown screening
- Analysed and reviewed 100+ deals — equity, debt, and structured (convertibles, senior secured, mezzanine) — evaluating targets from \$5mm to \$1.1bn turnover, specialising in distressed assets pre-insolvency
- Serve as accuracy/QC reviewer for firm research; caught material errors in FX conversions, valuation multiples, and data sourcing before publication; standardised the firm's investment note format
- Produced and fact-checked the firm's inaugural ESG Monitor publication
- Built the firm's Deal Flow Manager and Portfolio Manager platforms (Next.js, Vercel, Postgres) and client portals; oversee digital infrastructure across four group entities
- Designed and delivering an on-premises AI inference stack for 20 concurrent users (NVIDIA RTX Pro 6000 Blackwell 96GB, vLLM, Qdrant) — owned procurement, architecture, and firm-wide AI rollout
- Trusted by senior leadership to run independent analysis; selected for the firm's Southeast Asia business initiative

DFS Group (LVMH) — Hong Kong

Oct 2020 – May 2021

Digital Innovation, MBA Intern

- Drove growth strategy for DFS's Shopify e-commerce store during COVID-19 travel restrictions (Hong Kong, Singapore, Okinawa); market due diligence for an omnichannel Wine & Spirits B2C portal projected at \$3.5mm FY2021 sales
- Lifted GMV via SEO and funnel analysis (conversion rate, AOV, behavioural KPIs) using Google & Adobe Analytics

ATI Limited (Healthcare) — Bangkok, Thailand

Aug 2018 – Jun 2019

Business Consultant

- Led consulting/pre-sales team to \$4.8mm Ministry of Health contract (medical inventory system for 1,300 public hospitals) plus \$1.7mm in hospital work orders
- Delivered digital-transformation engagements at 500+ hospitals across six Asian markets (EMR/EHR, LIMS, PACS, billing, tele-consultation)

Earlier Experience

- LWIS Group (Philadelphia Private School), Dubai — Educator, Computer Science K6–K12 · Jul 2016 – Aug 2018 — launched i-Campus e-learning platform; led award-winning student teams
- Ericsson, Bangalore — Network Consultant · Nov 2014 – Aug 2016 — supported AT&T's 300,000+ site 4G LTE upgrade; lead engineer on 5,000+ Telefonica network incidents; automated KPI reporting (Excel/Python)

EDUCATION

MBA, Finance & Technology — CUHK Business School, Hong Kong · GPA 3.5/4.0

2019 – 2021

B.E., Telecommunication Engineering — Ramaiah Institute of Technology, Bangalore · GPA 8.11/10

2010 – 2014

SKILLS

Research & Finance: Bloomberg Terminal, S&P Capital IQ Pro, TradingView, financial modelling, comps & valuation, ESG analysis

Technology: Python, SQL, Next.js/Vercel, Firebase/GCP, Shopify, AI/LLM infrastructure (vLLM, Qdrant), Google Workspace administration

Languages: English (fluent), Hindi (basic)