

Sudhir Kumar, CA

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Education

University of Notre Dame, Mendoza College of Business Notre Dame, IN
Master of Business Administration, Finance May 2024

University of Delhi Delhi, India
Bachelor of Commerce, Business and Commerce August 2010

Experience

CEO ally Inc. (*A US-based boutique Tech Focused M&A advisory firm*) Mumbai, India
Vice President, Mergers & Acquisitions 2017- 2023

- Sourced multiple new \$20M-\$50M range clients, led & executed pre-merger contracts, and closed all with cumulative value of \$100M+, generating \$5M revenue for firm
- Recapitalized \$82M for Industrial Automation firm at 17x multiple against industry average (10x), setting a new record for firm of highest-value deal
- Strategized cyber security firm's objective acting as de-facto CFO through strategic buyer; recapitalized at \$50M in transactions and facilitated 100% growth in headcount, resulting in 30% surge in new clients
- Consolidated 120+ multi-geo balance sheets and P&Ls, forecasted multiple years, withstood rigorous due diligence from EY with a minimal renegotiation scope in purchase price
- Identified and engaged promising M&A prospects and expanded lead database with over 2K qualified leads
- *Notable Sell-Side Transactions:*
 - Water Street acq. Panacea Tech.
 - Trinity Cons. acq. Aztec Tech.
 - Trinity Cons. acq. Advent Engg.
 - Achieve Partners acq. Metmox Inc.

Hive Index (*A digital asset management fund with diversified portfolio*) Berlin, Germany
Co-Founder 2018- Present

- Developed diversifying algo-based redistributing portfolio to address market fluctuation risk; Generated an annualized rate of return of 72.5%, beating benchmark digital assets

Ernst & Young LLP Mumbai, India
Associate, Transaction Advisory Services 2016- 2017

- Conducted variance analysis and ascertained \$200K negative impact to purchase price for all stakes buy-out of a leading leasing company
- Furnished due diligence reports with red flags valuing 4% of valuation for toll road projects on a multi-million deal

Deloitte Haskins & Sells LLP Mumbai, India
Deputy Manager, Audit & Risk Services 2013- 2016

- Audited \$9B auto-manufacturer. Identified \$5M of cumulative discrepancies due to cost inefficiency
- Trained and supervised a team of 4-5 new accountants and performed audits for Nestle and P&G over several years

Certifications, Achievements, and Interests

Certifications:

- CFA Institute – Level 1, August, 2015
- Chartered Accountant – Institute of Chartered Accountants of India June, 2012

Community Leadership: Volunteered at youth-driven non-profit established libraries across India to serve as educational and cultural centers. Led various drives to collect books

Interests:

- Landscape and Travel Photographer (won EY's LGBTQ Photography Competition);
- Trained in horse riding by the elite Cavalry Unit of the Indian Army;
- Successfully navigated a 12-day solo biking expedition through challenging Himalayan terrain.