



Amber Jain

E-mail: dx25amberj@iima.ac.in

Mobile: +971 585516733

LinkedIn: [Amber Jain](#)

Summary

Finance and strategy professional with 5.5+ years of experience advising large corporates and MNCs across diverse industries. Experienced in market assessment, cross-border deal structuring, and business evaluation in complex, multi-stakeholder environments. Dual-qualified CA and LLB, translating financial and legal frameworks into actionable strategic recommendations

Skills

Financial Analysis & Valuation (DCF, Comparable Analysis) | Deal Structuring & Due Diligence
Market Analysis, Strategy Development & Structured Problem Solving | Stakeholder Management & Negotiation
Tools – Excel, Bloomberg, Capital IQ

Professional Experience

Kotak Mahindra Bank Limited **Jul 2022 – Aug 2025**

Relationship Manager – AVP-Gujarat Head, MNC and New Age Corporates | Ahmedabad, India *Apr 2025 – Aug 2025*

- Evaluated 20+ growth-stage startups across fintech, agritech, industrial and consumer sectors, assessing business models, market potential, and financial viability; closed 3 deals in 5 months, driving 20% portfolio growth

Relationship Manager – AVP-Gujarat Head, MNC | Ahmedabad, India *Apr 2023 – Apr 2025*

- Promoted early to lead Kotak’s MNC franchise in Gujarat; designed and executed a regional expansion strategy by prioritising high-value segments, originating 5 new relationships and driving ~50% portfolio growth with USD 0.5M incremental revenue
- Led a cross-functional team of 5 in structuring a USD 25M cross-border debt facility via GIFT City for Korean multinational, conducting end-to-end investment due diligence, credit risk assessment, and cross-border deal documentation
- Identified and facilitated a USD 30M fintech-focused fund with a Japanese investor in collaboration with Kotak’s PE team
- Resolved a stakeholder deadlock for an Oman-headquartered, family-owned MNC amid a shareholder succession dispute, aligning client and internal legal teams to enable onboarding and capture 65%+ wallet share

Relationship Manager – Chief Manager, MNC | Mumbai, India *Jul 2022 – Apr 2023*

- Managed and scaled a USD 250M+ portfolio of multinational corporations across manufacturing, EPC, and services, leading deal origination, structuring, and credit evaluation; delivered USD 3M in annual revenue

Yes Bank Limited **Jul 2021 – Jul 2022**

Relationship Manager – Large Corporates | Ahmedabad, India

- Executed end-to-end origination and structuring of a strategic banking mandate with Asia’s leading dairy manufacturer, generating USD 0.15M+ in annual revenue through optimized deposit pricing and working capital solutions
- Streamlined loan documentation processes, reducing turnaround time and enhancing client experience; solution adopted by 15+ relationship managers, generating 25+ hours in monthly time savings

ICICI Bank Limited **May 2019 – Sep 2020**

Associate Relationship Manager – Large Corporates | Ahmedabad, India

- Onboarded and structured banking facilities for India’s 3rd largest packaged tea manufacturer, generating USD 0.5M in revenue across trade finance and working capital solutions
- Built financial models and conducted credit analysis for a lending transaction with a leading wafer manufacturer, generating USD 0.10M in revenue; contributed to overall portfolio growth of 20% YoY (USD 58M to USD 70M)

Projects & Competitions

- **GRID Properties | Dubai, UAE (Ongoing)** – Developing a 0–1 business plan for entry into the interiors segment; building business model, unit economics, financial projections, market entry, and expansion strategy for a GCC-based real estate firm
- **Monarch AMC Launch Strategy (Launchpad Alpha 2026, IIM-A)** – Built a full launch plan for a new AMC, including industry problem diagnosis, differentiated product suite design, GTM strategy, and a 7-year AUM and P&L model

Education

MBA – Indian Institute of Management, Ahmedabad | Dubai, UAE **2025 – 2026**

-Treasury Secretary: Prepared and presented the institute’s inaugural student activities budget, designed fund management processes, and conceptualized a website to automate funding for 30+ events

-Co-founded the Finance Club, curating industry engagement, investment discussions and peer learning

Bachelor of Law (LLB) – Gujarat University | Ahmedabad, India **2018 – 2021**

Chartered Accountant (CA) – Institute of Chartered Accountants of India | Ahmedabad, India **2018**

-Recipient of the 2021 "Gem of CA Profession" award for outstanding sports and professional accomplishments

Post Graduate Diploma in Investment and Financial Analysis – Gujarat University | Ahmedabad, India **2017 – 2018**

Bachelor of Commerce (BCOM) – Ahmedabad University (AU) | Ahmedabad, India **2012 – 2015**

- Awarded Certificate of Merit - Ranked in top 2% of the batch of 600+ students

Extra-Curriculars and Achievements

- President Award – Bharat Scouts & Guides, conferred by the President of India | National-level Table Tennis Bronze Medallist