Nathal Nicholas Dawson

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EDUCATION

SRM University, Chennai   *September 2023- May 2025*
MBA in Finance and Business Analytics   GPA: 8.25 (CGPS)

St. Joseph's College of Commerce, Bangalore   *July 2017 - May 2020*
Bachelor of Business Administration (BBA) in Entrepreneurship

EXPERIENCE

ELE Coffee Company, *Bangalore, India*   *June 2024 - June 2025*

Head of Finance

- Scaled a single-origin D2C brand to luxury-resort channels, delivering **18%** QoQ revenue growth
- Deployed short-dated arbitrage trades (wholesale, equity, debt) that lifted idle-cash returns by **32%** and improved ROIC
- Oversaw budgeting and variance analysis while allocating 15% of gross income to ESG initiatives

InteraxAI, *Chennai, India*   *July 2024 - August 2024*

AI Business Analyst Intern

- Collaborated with clients to conduct AI assessments and implement AI-driven conversational voice bot solutions.
- Mapped client cost drivers, produced ROI models and drafted functional specs for AI voice-bot roll-outs, achieving **95%** end-user adoption in UAT

Travelicious Management, *Bangalore, India*   *May 2019- June 2019*

Supply Chain Analyst Intern

- Collaborated to optimize multi-supplier price negotiations and payment-term restructuring, resulting in a **30%** reduction in procurement costs.
- Conducted multi-supplier price analysis and negotiations to secure favorable terms, including cost discounts and extended payment options.

Varcity Hospitality, *Bangalore, India*   *May 2018 - June 2018*

Finance Intern

- Prepared key documentation for multiple funding rounds, contributing to a **200%** increase in available capital for expansion.
- Crafted compelling investment proposals with detailed financial models that were instrumental in securing financing from an angel investor.

PROJECTS

- **Stock-Market Simulator (Beta)**
  - Created a real-time equity trading simulator featuring dynamic portfolio tracking, user-defined strategies, and historical data replay capabilities.
  - Designed a scalable backend with a modular architecture to facilitate future integration of predictive analytics, AI agents, and gamified trading challenges, drawing inspiration from the Bloomberg Terminal.

- **Real-Time BSE Equity Heatmap**
  - Developed a real-time equity market intelligence platform (heatmap) for the Bombay Stock Exchange (BSE) to visualize market performance and sector trends.
  - Utilized Python scripting for robust data engineering, statistical analysis, and advanced data visualization.
- **AI-Powered Document Sentiment Analysis Engine**
  - Developed and deployed an AI-powered Natural Language Processing (NLP) engine. This engine conducts comprehensive document sentiment analysis, identifying both positive and negative sentiment and delivering unbiased results.
  - Created and implemented Python scripts to enable automated sentiment classification and extraction of insights from large volumes of unstructured text data.

LEADERSHIP & AWARDS

- Core Committee, **RIDHI MBA Finance Club** – Curated industry-speaker series & case competitions
- Runners-Up, **IIT Madras & Madras Management Association Business-Plan Challenge** – PropTech AI strategy

PUBLICATIONS

- Dawson, N. (2025). *India's take on Real Estate: Overview and Outlook (2025-2030)*. ResearchGate.
- Dawson, N. (2025). *Shriram Properties Ltd. - Analysis Report*. ResearchGate.

SKILLS

- **Financial Modelling & Valuation**
  - DCF & three-statement modelling | comparable-company analysis | FP&A, budget-variance & sensitivity analysis | equity research & capital raising | risk assessment | arbitrage & trading strategies
- **Data Analytics & Programming**
  - Python (Pandas, NumPy, Matplotlib, Seaborn) | SQL (MySQL, SQLite, advanced joins) | Power BI & Power Query | Excel (advanced formulas, PivotTables, VBA) | Bloomberg Terminal | AI-driven process automation & NLP | prompt engineering (basic) | web fundamentals (HTML, CSS)
- **Business & Soft Skills:**
  - Data-driven decision making & business-process optimisation | strategic planning & market research | negotiation & stakeholder management | requirements gathering & documentation

LANGUAGES

English, Kannada (Fluent) | Hindi, Tamil (Intermediate)