

Turya Mukherjee

☎ (+91)6203488784 ✉ mukherjee.turya@gmail.com 🌐 [linkedin.com/in/turya-mukherjee](https://www.linkedin.com/in/turya-mukherjee)

EDUCATION

Christ University | BBA - Finance and International Business **2022 – 2025**
Bengaluru, India

EXPERIENCE

Visit Health Private Limited | Associate - Corporate Account Manager **May 2025 - Dec 2025**
Gurugram, India

- Analyzed utilization service consumption data for 1,000+ insured users, identifying OPD usage patterns, spend trends, benefit adoption rates, and YoY/MoM growth to inform annual renewal discussions.
- Built reporting models in Excel/Pivot (VLOOKUP, INDEX-MATCH) to quantify benefit utilization, unit economics, and insurer payout patterns, supporting pricing policy design decisions.
- Prepared client-facing presentations summarizing insights, performance metrics, and product improvement opportunities; influenced retention and renewal for a 12L annual revenue portfolio.
- Built relationships with HR, broker, insurer, and support teams to coordinate cases and prevent service breakdown.

Curefit - House of Cult | Sales Intern **May 2024 - July 2024**
Bengaluru, India

- Performed pricing & benchmarking research for corporate wellness packages to support enterprise sales cycle, generating 3,00,000+ in revenue during internship.
- Conducted structured discovery calls & demos for enterprise accounts, capturing buyer objections, product fit signals, and adoption blockers across 3 cities.
- Provided analytical support for decision-making processes, helping to streamline operations and improve financial performance against targets

PROJECTS

Fuel Cost Analysis – Aviation Sector Recommendations | [Link](#) **2024**

- Conducted econometric analysis on the impact of gasoline price volatility on Indian airline stocks using advanced statistical models, providing strategic insight for risk management and compliance considerations.
- Generated data-driven insights on risk exposure and stock sensitivity to inform strategic decision-making and long-term financial planning

Ratio Analysis – TATA Motors | [Link](#) **2024**

- Analyzed 10 years of Tata Motors financial statements (Income Statement, Balance Sheet, and ratio trends) to identify profitability, cost structure, and capital efficiency drivers using Excel-based financial modeling.
- Conducted margin, growth, and efficiency ratio analysis to evaluate operational performance and debt sustainability, generating insights to support fuel cost management and strategic decision-making for airline industry benchmarking.

POSITIONS OF RESPONSIBILITY

Christ Consulting Club | Consulting Intern **2023 – 2024**

- Spearheaded a team of 4 interns to conduct competitive benchmarking study across 20+ universities (IIM/IIT/LSE) analyzing service models, pricing levers, and revenue pathways for consulting units.
- Brown Brews - Interviewed 120+ consumers across Bengaluru to assess product-market fit, pricing sensitivity, and demand drivers, informing launch and distribution strategy.
- Built a financial feasibility model for Hotel Daffodils projecting occupancy, RevPAR, unit economics & ROI sensitivity for funding readiness.

SKILLS & CERTIFICATIONS

Technical Skills: Excel (Advanced: Pivot, Lookup Functions, What-if Analysis), PowerPoint (storyboarding), Power BI, Benchmarking, Market research, Industry research, Unit economics, Sensitivity modeling, Due diligence, GTM analysis.

Soft Skills: Customer servicing, empathy, active listening, expectation management, conflict resolution, problem ownership.

Certifications: EY Financial Risk Management, Bloomberg Market Concepts, Atlassian Agile Project Management Professional, Six sigma