

Sanjay Saraf

CFA · FRM · CIIA · CIB · CPM · CTM

Founder & Lead Faculty — Sanjay Saraf Educational Institute (SSEI), Kolkata

*Three decades teaching higher finance to a million students.
Two decades trading its realities in the derivatives market.*



30+

YEARS TEACHING
FINANCE

10,00,000+

STUDENTS MENTORED

1,000+

ALL INDIA RANKS
PRODUCED

30,000+

LIVE STUDENTS, PAN-
INDIA

1994

SSEI FOUNDED

01 The Educator

He taught his first class as a teenager and has never really stopped. What began in the early 1990s with MS Finance students in Kolkata grew — without franchises, without shortcuts — into SSEI: the name serious finance students across India reach for when they want **depth, not coaching**. Generations of CA rank-holders trained by a man who never sat for the CA himself — in his classroom, **command of the subject outranks the certificate on the wall**.

The method is deliberately old-school and defiantly modern at once: **dictation, because the hand remembers what the eye forgets**; numbers pushed to the front of every argument, because a worked example persuades where a slide merely presents. That same philosophy now runs through everything SSEI teaches — **CFA, CA, FRM and ACCA**, alongside practical finance programmes like The Analyst Stack — to an audience that has followed him across generations: his classrooms hold 18-year-olds sitting where their parents once sat.

02 The Practitioner

The blackboard was never the whole story. He helped build the trading desk of a Kolkata capital-markets house, advised the derivatives desk of a leading arbitrage firm, and distilled two decades of market time into **DerPo — the Derivative Portfolio**, a framework featured in **Moneycontrol** that treats strategies the way allocators treat assets: pods of uncorrelated trades — event-driven, regime-switching, market-wide factors, result-reading, expiry-day — each run as an independent engine of alpha.

Today that thinking runs live: **factor-based strategies on an AI-driven portfolio cloud**, with a **SEBI Category III AIF filing underway**, slated for launch in 2027. Fundamental, technical, derivatives, quant — he refuses to pick a church. His forte: equity valuation, fixed income, currencies, economics and the statistics of markets.

03 The Mission

Ask him what thirty years in the classroom taught him and the answer is blunt: India produces brilliantly credentialed graduates who have never built a model an employer would open. **The Analyst Stack** is his response — an industry-first programme taught by **15+ practitioners from Rare Enterprises (the late Rakesh Jhunjhunwala's firm), Nuvama, Old Bridge Capital and technology leaders like Uber** — spanning AI-driven financial modelling & valuation, deep dives across 15+ sectors of the Indian economy, AI-integrated research and structured career development. The outcome he is engineering: analysts fluent in both the academic and the practical.

His alumni already lead the India business of one of the world's largest global investment firms, run risk at bulge-bracket international banks and helm prominent business houses of eastern India. A **long-form podcast series** extends the mission — opening with **veteran investor Mr. Ramesh Damani**, with **Mr. Kalpen Parekh of DSP Mutual Fund** slotted for July 2026.

REACH & DISTRIBUTION

10,00,000+ ALUMNI NETWORK

3,65,000 YOUTUBE SUBSCRIBERS

74,000 LINKEDIN COMMUNITY

30,000+ ACTIVE STUDENTS AT
ANY POINT

Owning, first-party channels — every initiative reaches this audience **directly**, without renting anyone's attention.

FEATURED IN

THE HINDU ↗

"The problem of teaching commerce as a dictionary, not a discipline"
Readership 66 million

FINANCIAL EXPRESS ↗

"AI is transforming finance careers"
1.1 million page impressions daily

ET EDGE INSIGHTS ↗

"SSEI launches Analyst Stack with 15 best industry practitioners"
1 million+ monthly readers

YOURSTORY ↗

National startup coverage of The Analyst Stack
May 2026

MONEYCONTROL ↗

"Guruspeak: Sanjay Saraf — from a teacher to an options trader"

CREDENTIALS & HONOURS

MS Finance, ICFAI — Gold Medallist conferred by the late Dr. Manmohan Singh, former Prime Minister of India

CFA — CFA Institute **FRM** — GARP

CIIA · **CIB** · **CPM** · **CTM** · **CRIM**

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"Every year, I see students who are capable of far more than the examination asked of them. Our job is to make sure we are not the ceiling."

— SANJAY SARAF



Sanjay Saraf Educational Institute
Kolkata · est. 1994