

# MANU AGGARWAL

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## OBJECTIVE

MBA graduate with 5 years of experience managing client relationships and presenting to C level executives across Asia, Africa, Europe and USA. Significant experience in handling multi-cultural teams, stakeholder management and business analysis. Currently managing teams to deliver on consulting engagements for diverse range of clients

## EDUCATION

**IE Business School** (#8 FT Global MBA Rankings 2012, #1 FT Europe MBA Rankings 2012) Madrid, Spain  
MBA November 2011 – December 2012

- Secured **GPA:3.7/4.0 (Top 1%** of entire intake of 400 students)
- Received **Honorable Mention** and nominated for the **Best Student Award**
- Inducted into the Dean's List and Beta Gamma Sigma honor roll
- 1 of 4 students to complete **Consulting Track** out of 120+ applicants
- Elected President of **IE Consulting Club** – Organized numerous events to promote networking between students and consulting firms including the IE Consulting Day which hosted firms such as Booz & Company, Accenture and Capgemini

**Netaji Subhas Institute of Technology (NSIT, University of Delhi)** New Delhi, India  
Computer Engineering, B.E./B.Tech August 2003 – June 2007

- Secured GPA: 70% (First Division)
- Nominated for Director's Gold Medal for exceptional services to school
- Founder & President, Student Council – Led a team of 25 students to help improve the efficiency of the administrative department
- Founder & President, Placement Committee – Generated 30% increase in average salaries by negotiating pay scales with existing recruiters and by persuading new companies to recruit from campus

## ACADEMIC PROJECTS

**Yelmo Cinemas** Madrid, Spain  
Marketing Consultant October 2012 – December 2012

- Analyzed cinema industry structure in Spain including competitive offering and customer preferences
- Identified competitive advantages for Yelmo and presented both short and long term strategies to enhance market position

**Radio One** Madrid, Spain  
Financial Analyst May 2012 – June 2012

- Analyzed financial information of company along with industry and macro-economic data
- Built multiple scenarios including various valuation methodologies and sensitivity analysis
- Provided financial recommendations for investors along with long term projection models

**Booz & Company** Madrid, Spain  
Strategy Consultant May 2012

- Interviewed employees from field level to CEO and collected valuable client information
- Analyzed current company structure and devised change management strategy to create a single global company

**Procter & Gamble (MaxFactor)** Madrid, Spain  
Market Analyst December 2011 – May 2012

- Performed point of sale analysis including customer surveys, competition analysis and adverts
- Presented key challenges faced by MaxFactor product line and recommendations to P&G's market consultant

**Blackberry (RIM)** Global Scope  
Strategy Consultant December 2011 – May 2012

- Performed market and competitive analysis for entire tablet and smartphone market to identify major issues
- Presented the recommendations to Marketing Director of Blackberry, Spain

**NewAvenues (Entrepreneurial Venture)** Sydney, Australia  
Chief Operations Officer December 2011 – April 2012

- Analyzed macro-economic and market data around real estate in Australia
- Developed a business plan to setup crowd funding model to provide access to returns in the real estate market

## PROFESSIONAL EXPERIENCE

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### Grail Research

Noida, India

Project Lead

July 2013 – Present

- Developed market entry strategy for an established Oil & Gas company to launch new products in South Africa
- Engaged with the client and Grail's off-shore team on a regular basis to ensure timely delivery
- Managed teams of analysts and associates across India and South Africa to provide high quality output

### Fortune 100 FMCG Firm

London, United Kingdom

Strategy Consultant (IE Consulting Project)

August 2012 – December 2012

- Analyzed data from 250+ global locations to identify areas of environmental performance improvement
- Consulted and interviewed employees from shop-floor level to CXO office
- Devised strategy to implement improvement projects in areas of energy usage, water usage and CO<sub>2</sub> dissipation
- Developed means of improvement amounting to potential savings of €300 Million annually
- Presented the final strategy and implementation plan to the CEO's office

### Adobe Systems Inc.

Noida, India

Computer Scientist (*Adobe Reader/Acrobat*)

June 2007 – October 2011

- Consulted for and devised custom IT solutions for major US law firms and government entities
- Retained a high value customer by leading a team of 8 engineers to deliver a customized product thus reducing customer's costs by over 35%
- Developed and implemented entire data warehousing model for India team to ensure proper performance management and system tracking
- Developed training material and **trained over 100 employees** across India, China, Japan, US etc...
- Advised communication strategy to connect R&D team with support staff
- Improved efficiency of quality assurance team by over 20% amounting to a saving of \$10 Million

### Microsoft

Hyderabad, India

Summer Trainee in Mobile Devices Group

June 2006 – August 2006

- Analyzed information from peers across multiple geographies to develop an algorithm to improve performance of Microsoft Office on Mobile Devices by 10%

## TECHNICAL SKILLS

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- Proficient in several programming languages like C/C++, C#, JAVA, HTML, SQL, VBA, JavaScript, PHP(Intermediate)
- Experienced in working with multiple Operating Systems like Windows, Macintosh, Android, Linux (Basic)
- Familiar with several software suites including AutoCAD, Photoshop, Visual Studio, Eclipse, MS Office, Matlab

## CURRICULARS

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- Languages – Hindi (Fluent), English (Fluent), Spanish (Basic)
- Selected as spokesperson for entire Acrobat division (largest at Adobe with over 1.3 Billion dollars in revenues) to showcase latest developments at Adobe wide Technovation Day event with over 1500 attendees
- **Wrote, Directed and Enacted** several plays for the Theatre Group 'HULCHUL'.
- Managed organization wide sports events. Won 1<sup>st</sup> prize in Adobe Volleyball Tournament in 2010 defeating 14 other teams from multiple offices
- Worked with Rotaract Club to help provide education to orphans and organized over 15 donation camps in 2 years
- Organized several events for entire office, like team outings, family picnics, recreational activities etc. to help boost employee morale as part of the Adobe Escape team
- Negotiated with corporate sponsors to secure 5x the normal funding for college cultural festival as the Convenor. Designed and executed the marketing/operations plan for the same increasing the scale of the event by 150%
- Managed organization of teacher's convention, handling logistics for over 1000 participants over 4 days, as part of Indian Society for Technical Education leading to appointment as **Chairperson of NSIT chapter** by college's dean