

ACADEMIC QUALIFICATIONS

Degree/ Class	Year	College/ Board	CGPA/ Percentage
PGDM	2012	Indian Institute of Management, Ahmedabad	3.17/4.33 (PGP1 rank 44/376)
B.Tech, Electronics and Communication	2007	National Institute of Technology, Kurukshetra	9.57/10 (Top 10%)
HSC (class XII)	2003	CBSE Board	89.8% (2 nd in district)
SSC (class X)	2001	CBSE Board	87.0% (3 rd in School)

Key Electives in IIMA: Infrastructure Development and Financing, Seminar in Retail Management, Foundations of Strategy Consulting, Venture Capital and Private Equity, Strategic Financial Management and Managing Customer Value Delivery

PROFESSIONAL EXPERIENCE

45 Months

Strategy Consultant	Business Performance Services, KPMG India	May 2012 – Present
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Project 1: Business Process Transformation for the largest private port in India

Scope:

- Led transformation of **procurement and inventory management** processes at the port
- **Analyzed and benchmarked processes** to identify improvement areas and establish process capability
- **Designed the To-be processes** in consultation with client teams and obtained their buy-in for implementation
- **Project management and monitoring** of client teams during implementation of the designed processes
- Conducted **client engagement workshops** and focus group discussions as part of change management initiatives
- **Coordinated with top consulting firms such as Accenture, AT Kearney and Booz** working on other group companies in client organization to ensure alignment of processes across the group
- Liaised with **SAP SRM and MM experts** from leading firms such as **SAP India and Accenture** for customization of SAP as per process requirements
- Worked on setting up a '**Business Excellence**' cell to ensure sustainable and continuous improvement

■ **Impact:** The designed processes are estimated to reduce the procurement lead time by 50% and inventory stock by ~35%

Project 2: Assessment of tourism in Himachal Pradesh (HP) and highlighting the way forward for the state

■ **Scope:** Benchmarked HP tourism with other states, understood key drivers of tourism in India, highlighted concern areas of tourists, tours operators & other market participants in HP and made recommendations

■ **Impact:** The report was **released by Chief Minister** of Himachal Pradesh at the State Tourism Conclave

Project 3: Market assessment and entry strategy for a leading multinational company in the renewable energy space

■ **Scope:** Customer segmentation, FGDs with target customer segments, Market sizing, Competition assessment, Value chain analysis and Regulatory impact

■ **Impact:** Client accepted the recommendations and delayed the entry into renewable energy space

SUMMER INTERNSHIP	Business Performance Services, KPMG India	Apr 2011 – May 2011
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■ **Achievement:** Only intern out of six to be given a **Pre-Placement Offer (PPO)** after summer internship

Role and Responsibilities:

- **Modelled** client's cost structure for product portfolio using standard costing and variance analysis
- Developed a **variance analysis dashboard** to compare performance across client's different workshops
- Developed a matrix for **benchmarking** supply chain management across firms
- Assisted in **competitive assessment** of various bidders for a **Greenfield PPP port** project in Gujarat

Adobe Systems, Noida	Software Quality Engineer – Level 2	Dec 2008 – May 2010
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Role and Responsibilities:

- Quality Assurance of a video editing product – Adobe Premiere Elements; **lead of Automation testing** in the team
- **Mentored** the after sales customer support team to resolve customer issues in a better manner
- **Analyzed competitor products** in US market and recommended features based on these studies
- **Conceptualized and developed** an Action Item tracking tool for better follow-up of action items
- Assisted in **beta testing** of the product and **escalated** critical issues to the product management
- **Single point of contact** for interactions with the US product development team

Impact and Recognition:

- **Awarded bonus** for leading the QA of innovative features like Motion tracking and Face Recognition
- **Improved testing efficiency by 30%** by increasing the coverage of automation testing

Amdocs Development Ltd., Cyprus	Programming Subject Matter Expert	Aug 2007 – Nov 2008
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■ **Amdocs:** Amdocs is the leader in telecom billing products with revenue of **\$3.2bn** in 2011. Its clients include industry leaders like AT&T and Vodafone

■ **Client:** Comcast Corporation is one of the world's leading media, entertainment and communications companies. It operates in North American market and had \$55bn turnover in 2011

■ **International Exposure:** Worked in a multi-cultural environment in Cyprus with nationals from US, Greece, Romania, Moldova and Cyprus

- Provided onsite consulting to Comcast Systems in US; guided them in testing processes

▪ **Role and Responsibilities:**

- Quality Assurance of an invoicing software for digital cable, broadband and telecom industry
- Exposure of working across multiple product modules – **Data Warehousing and Business Intelligence**, Customer Relationship Management (CRM), Billing and Accounts Receivables
- Reviewed the product requirement documents (**PRDs**) of complex features, studied technical design documents and created test plans to test functionalities

▪ **Impact and Recognition:**

- **Initiated testing automation** thereby reducing testing time by 20% and saving 55 man-days a year
- **Rated in the top 10%** Subject Matter Experts in Amdocs Cyprus

INDUSTRY/ ACADEMIC PROJECTS

Live consulting Project - I	<ul style="list-style-type: none"> ▪ Worked on a live project for Infibeam, which is a leading e-retail company and Exceeded Expectations ▪ Developed a detailed cost-benefit model to evaluate strategic options for in-house logistics operations ▪ Recommendations are in implementation stage with in-house operations starting in the NCR
Live consulting Project - II	<ul style="list-style-type: none"> ▪ Worked with Arvind Mills to analyze the acceptance of Denim Suiting as a new category ▪ Market research involved the entire value chain comprising 15 retailers, 10 tailors and 560 customers ▪ Designed promotional activities and campaigns to raise awareness in the entire value chain
Academic Projects	<ul style="list-style-type: none"> ▪ Aviation Sector: Analyzed the new ground handling policy and its impact on various stakeholders ▪ Retail Sector: Analyzed the impact of opening FDI in Retail Sector on different stakeholders

KEY SKILLS & SPECIALITIES

Business skills	▪ Business Process Re-engineering (BPR), Process Mapping, Business Strategy, Competition assessment, Financial Modelling, Valuation, Data Analysis & Project Management
Technical skills	▪ Microsoft Office (Advanced level), VBA, PL/SQL, C & C++, Automation, Unix and Perl

SCHOLASTIC ACHIEVEMENTS

- **Performance in IIMA:** Ranked among **top 10% students** in Business Taxation (8/377), Decision Making (21/377), Strategic Financial Management (5/87), Corporate Finance (22/376) and Financial Reporting (35/378) (2010-11)
- **Only student** from the department to get an **international job offer** during engineering campus placements (2007)
- Secured **99.41 percentile** (out of 3,00,000) and **state rank of 62** in AIEEE entrance test (2003)
- Secured **99.68 percentile** (out of 2,41,752) in CAT and secured final admission offer from **4 IIMs – A, B, K and I** (2010)
- Secured an All India Rank of 3692 out of 1,58,148 in IIT-JEE entrance examination (2003)

POSITIONS OF RESPONSIBILITY/EXTRA CURRICULAR ACTIVITIES

- **Winner** of “Product shoot-out”, a Movie Making Contest in Adobe Systems in QE Summit (2010)
- **Coordinator** of NSS in NIT Kurukshetra, organized tree plantation drives (2006-07)
- Member, Electronics club (*Microbus*) in NITK, organized technical festivals *Literati and Apex* (2005-07)
- **Winner of Badminton championship** in NIT Kurukshetra for 3 years in a row (2004-06)
- Appointed as House Prefect in school and participated in various quizzes and declamations (2001)

OTHER INFORMATION

- **Sports:** Passionate about lawn tennis, especially Nadal vs Federer matches and follow cricket as well
- **Travel:** Love travelling abroad as well as within India; **Business Visa of US valid up to 2018**