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| **­­RACHANA MANE** | | | | | | | | |
| **Mobile:** +(91) 8605017429; **Email:** p10rachanam@iimahd.ernet.in; **LinkedIn:** in.linkedin.com/in/rachanamane | | | | | | | | |
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| **Industry Knowledge:** *U.S. Insurance and Healthcare, Outsourcing/ BPO, Oil & Gas, Transport Infrastructure*  **Key Skills:** *Corporate Strategy & Planning, Business Development, Market Research, Team Management, Communication Skills, Management Information System, Operations* | | | | | | | | |
| **PROFESSIONAL EXPERIENCE** | | | | | | | | |
| **Senior Manager, EXL Service Holdings,** Pune, India | | | | | | May 12 – May 13 | | |
| **Key Role** | * Track trends/developments in U.S. Insurance and Healthcare industry and prepare concise dashboards * Conduct market assessment and competitor analysis for various lines of business * Collaborate with cross-functional teams and senior management to gather, summarize and analyze information; develop recommendations and strategies based on option evaluation and strategic fit | | | | | | | |
| **Major Contribution** | * Prepared an Action Plan for 2013 for EXL’s Insurance and Healthcare vertical * Reviewed performance, performed competitor analysis and studied latest trends in outsourcing industry * Laid out action plan for each sector (P&C, L&A, U.K./Europe and Healthcare) by having focus group discussions with Account Managers from different sectors * Charted out plan to obtain new business by listing out priority logos and product offerings for them; performed analysis to find out opportunities to cross-sell EXL’s capabilities at existing clients | | | | | | | |
| **Assistant Executive Engineer, Oil & Natural Gas Corporation Ltd**, Ahmedabad, India | | | | | | Nov 07 - Jun 10 | | |
| **Key Role** | * 2nd Point of Contact (Team Size: 17); jointly responsible for achieving oil and gas production targets * Supervise the maintenance of plant (250 Tons Per Day capacity), connecting wells and equipments | | | | | | | |
| **Major Contribution** | * Improved operational efficiency by 66% by modifying the layout of high pressure gas pipeline * Member of ‘Think Tank’, a selected group consisting of 0.1% of total employees * Worked with top management to identify challenges faced by the organization and provide solutions | | | | | | | |
| **Achievements** | * Consistently awarded high rating (99/100) for excellence and commitment in performance evaluation * Top 3.8% to be awarded the title of ‘Beautiful Mind’ for Creativity & Innovation amongst three GT batches * Received letter of appreciation from the Director, Human Resources for the same | | | | | | | |
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| **INTERNSHIPS AND LIVE PROJECTS** | | | | | | | | |
| **Summer Intern, KPMG, Strategic & Commercial Intelligence**,Mumbai, India | | | | | | | Apr 11 - Jun 11 | |
| **Identification of Investment Opportunities** | | * Identified investment opportunities in Coastal Shipping and IWT sectors for Private Equity players * Prepared market size model, predicted future growth, identified growth drivers and challenges * Conducted in-depth analysis of key operating financial parameters of major players * Conducted interviews with established 1PL, 2PL and 3PL players to understand their view point | | | | | | |
| **General Electric – Global Research**,Bangalore**,** India | | | | | Sep 11 - Nov 11 | | | |
| **New Product Launch** | * Worked on live project as part of Forum for Industry Interaction-Student Consulting Body, IIM Ahmedabad * Designednew product launch strategy (pan-India) in area of healthcare and life sciences * Received client appreciation with quote: “One of the best projects seen in my interaction with IIM A” | | | | | | | |
| **Party Planet, Event Management Firm,** Mumbai, India | | | | | Oct 11 - Nov 11 | | | |
| **Expansion Strategy** | | * Worked on live project as part of Insight-Market Research Fair at IIM Ahmedabad * Formulated expansion strategy for six major cities in India with horizon of 5 years * Designed communications plan and sales and promotion scheme for B2B and B2C segments | | | | | | |
| **Mahindra & Mahindra, Piramal Industries** | | | | Dec 04, Apr 05 - Jun 05 | | | | |
| **Operational Efficiency** | * Reduced leakage waste by 3% by applying six sigma principles in Mahindra & Mahindra * Reduced manpower by 15% by improving layout of cold end of process plant at Piramal Industries | | | | | | | |
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| **EDUCATION** | | | | | | | | |
| 2010 – 2012 | **Indian Institute of Management Ahmedabad** | | MBA, Strategy and Marketing | | | | | 2.5/4.3 |
| 2002 – 2007 | **Indian Institute of Technology Bombay** | | Dual Degree, Mechanical Engineering | | | | | 6.7/10 |
| 2002 | Shivaji Science College, Nagpur | | Class XII | | | | | 71.3% |
| 2000 | St. Joseph’s Convent, Nagpur | | Class X | | | | | 84.4% |
| **Relevant Courses** | | Seminar in Retail Management, Advertisement & Sales Promotion, Consumer Based Business Strategies, Pricing, Sales & Distribution Management, Business Research Methods and Venture Capital and Private Equity | | | | | | |
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| **EXTRA – CURRICULAR ACTIVITIES** | | | | | | | | |
| **Positions of Responsibility** | * Mess Secretary, Hostel 10, IIT Bombay: Elected by 300+ students as the member of Hostel Council * Coordinator (Informals & Aqua Games), Mood Indigo, Cultural Festival, IIT Bombay * Cultural Representative, Graduate Trainee Batch ’07 (Batch Size: 96), ONGC: Organized Cultural Night * House Captain, St. Joseph’s Convent: Elected by 1500+ students to lead the House; won ‘Overall Trophy’ * Member, Execution Team, Insight, Student Newsletter, IIT Bombay (readership: 3500) | | | | | | | |
| **Choreography** | * Member, Footloose, Dance Club, IIM Ahd: Organized dance workshop (participants: 72); participated in events * Member, In-Sync, Dance Club, IIT Bombay: Represented institute in several inter-college events * Performed in 13+ dance competitions/shows; Stood 1st and 2nd at inter-hostel and inter-college level | | | | | | | |
| **Music and Dramatics** | * Pursued Hindustani Sangeet for 4 years; Certificate of Merit from Akhil Bhartiya Gandharva Vidyalaya * Performed before an audience of 3,000 in Performing Arts Festival (PAF) for 2 years at IIT Bombay * Scripted, directed and acted in play as part of Sophomore Production; received accolades for the same | | | | | | | |
| **Interests** | * Fond of reading; favorite authors: Ayn Rand, Emily Bronte, Richard Bach, J.R.R. Tolkien | | | | | | | |