

EDUCATION

- Bachelor of Technology degree in Production & Industrial Engineering from Delhi Technological University; graduated with a “First Class, with Distinction in 2020 (8.05/10 CGPA); Published research papers on finance and AI in industrial engineering in Scopus-indexed journals

EXPERIENCE

Global Health Limited (Medanta Group)

Gurugram, India

GHL is the 3rd biggest listed healthcare company in India with a market capitalization of USD 4.8B; Diversified business model with 2700+ operational Beds across 5 multispecialty hospitals; 20+ Retail Labs; 10+ Retail Pharmacies; Patients inflow from 50+ counties every year

Senior Manager: Growth & Strategy (CEO's Office)

October 2024 – Present

- **Digital transformation:** Lead a team of 15 people to develop and launch an in-house platform to digitalize existing manual purchase request approval process across various business units; Reduction in approval TAT of 25%; Better transparency and accountability across ecosystem
- **Expansion Strategy:** Built consensus among divergent viewpoints of CEO, CTO, CPO, CMO and CHRO on tapping into USD 8B business opportunity of Tele radiology in APAC and Middle East

Manager: Growth & Strategy (CEO's Office)

June 2022 – September 2024

- **EBITDA Growth:** Negotiated with stakeholders from Danaher(America), Siemens(Germany), Horiba(Japan), Roche(Switzerland), Quidel Ortho (Singapore) to decrease direct material cost (as % of Revenue) for Hospital business unit by 3%; Margins improvement of USD 20M
- **Annual Operating Plan:** Led a cross functional team of 7 people to develop USD 300M OPEX & CAPEX budgets for FY24 and FY25
- **Launch of new business units:** Implemented strategy for setting up new retail business units (Labs & Pharmacies); Generating annual revenue of USD 25M within first three years of launch at an EBITDA of 16%
- **Operational efficiency:** Nominated by CEO to revamp existing processes to decrease medicine delivery time to admitted patients by 30%

Bain Capability Network (Bain and Company)

Gurugram, India

Assisted clients across industries in reducing material cost by USD 2.2B using Bain's Buy Better Spend Better strategy; Led team of 2 analysts

Senior Analyst

April 2022 – June 2022

- **Global point of view:** Helped a Danish beverage manufacturing client to understand recent cost effective trends in global packaging industry

Analyst

April 2021 – March 2022

- **Merger & Acquisition:** Conducted cost due diligence on a spend of USD 5B to quantify synergies between two potentially merging construction material manufacturing firms based out of Finland and Switzerland
- **Material cost reduction:** Helped an American PE firm to reduce material cost of a pharmaceutical portfolio company by USD 30M

IQVIA

Gurugram, India

Helped pharmaceutical companies across 9 different countries to navigate through tough times during COVID-19 outbreak

Analyst

September 2020 – April 2021

- **After math of first COVID-19 wave:** Created a scenario-based model to forecast monthly sales for nicotine replacement therapies of a pharmaceutical company in UK for 2021
- **Sales Force Effectiveness:** Analyzed patient life cycle of >100K Canadian COPD patients over a period of six years (2015-2020) to aid financial, marketing & sales decision making of an America client
- **Decreasing market share:** Analyzed reasons behind >2% yearly decrease in market share of prescriptions within promotion sensitive EU countries including Germany, UK, France, Italy and Spain for the generic production arm of a Swiss company
- **Strategy post loss of exclusivity:** Conducted country level analogue analysis to forecast impact of loss of exclusivity of a competitor's product on a German fortune 500 client's product

Bharosa Technoserve Private Limited

New Delhi, India

Project Manager (Freelancer)

June 2018 – May 2019

Conceptualized, idealized & designed complete flow of user interface, user experience & business rules of an android application which managed assets of more than USD 1.7M for a mutual fund robo advisory firm

EXTRA-CURRICULAR ACTIVITIES

- **One Medanta Day (2023):** Organized a play to raise LGBTQ awareness, portraying a key character to promote the message of inclusivity
- **Project Blood (2022-2024):** Organized three mega blood donation drives; Led logistical process including collection, transportation and storage of 3,000 units of blood over a period of 3 days per drive
- **Sports @ Medanta (2022):** Captain of the office Table Tennis team, leading the team to the finals among 9 teams in a round-robin format
- **President of Centre for Advanced Production & Industrial Engineering, DTU (2019-2020):** Chief advisor to 35 UG researchers from 5 countries including Nigeria, UAE & Ghana; Organized an international conference; Proceedings were published by LNME (Scopus indexed)
- **Vice President of Entrepreneurship Cell, DTU (2018-2019):** Led a team of 300 members; Organized a three day Entrepreneurship summit in which founders from 5 countries including Didier Rappoport (founder of Happn) were invited; Curated funds of over USD 20K
- **Project Patrika (2017):** Volunteered to collect 0.5 Ton of wastepaper; Distributed recycled notebooks among 800+ under-privileged children