



SAURABH JAIN

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JOB OBJECTIVE

Seeking senior level assignments in Corporate Planning & Strategy with an organization of repute

PROFILE SUMMARY

Result-oriented professional with **nearly 8 years** of rich experience in serving as a key contributor to drive strategic direction for the company with accountability of Business Consulting, Corporate Planning, Market Research, New Business evaluation, Project Management, Business Analysis, Opportunity assessment, Growth Consulting, marketplace evaluations, business case development, financial modeling, return on investment analysis and potential business development. Demonstrated ownership and proactive project management, through disciplined & effective planning, documentation, tracking, assessment, and communication. Successfully executed corporate strategic initiatives, worked with teams to develop effective strategies to work around roadblocks.

Provided thought leadership on an array of management issues relating to primary projects as well as larger company priorities. Rich experience in identifying strategic, process, operational, and change management issues, recommending and implementing solutions to resolve problems. Team player with self-confidence, assertiveness and personal motivation; holding strong analytical, communication, relationship management and influencing skills. Ability to exercise independent & sound judgment and multi-task / manage multiple projects with concurrent deadlines. Ability to apply complete understanding of theories and concepts from one's technical/professional discipline to independently address a broad range of difficult problems.

Developed **Business portfolio & Growth Plan** for the entire group in consultation with the promoters using SWOT analysis-
Acted as a In-House consulting arm

Rendered assistance to CEO in **Business Transformation** by restructuring revenue streams & Extensively supported Head of Strategy in planning new business ventures and streamlining key business processes

Identified business opportunity in E-Waste management, Solar, Food, PPP in water space by analyzing the macro-economic indicators, industry trends, competitive scenario, pricing, go to market strategy & partnership models

Formulated & drove strategic initiatives to increase revenue, transform operations, reduce costs and standardize ways of working

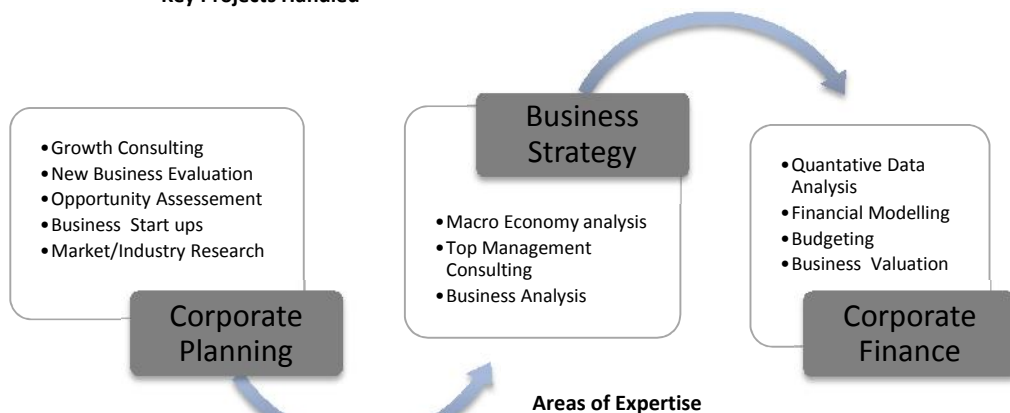
Kept extensive track of macro-economic developments, Govt. policies, competitor's financials , strategic moves, market trends, tender wins/losses to understand impact on the business and growth opportunities

Established a start-up enterprise, MVV Water Utility Company, A Pilot Joint Venture between Delhi Jal Board & SPML Infra Limited on PPP basis for the Improvement in Water Supply to 24x7 Service Level

Formulated Marketing strategy for a Smart City project in Ghaziabad by introducing innovative products like Real Estate Options, understanding competition pricing strategy and accordingly tweaking the company pricing policies

Extensively Analyzed Tender Bid results & wrote a Research report highlighting **Competitor's behavior on Pricing**

Key Projects Handled



CORE COMPETENCIES

- Leading the Company's Strategic Planning Process; undertaking review of key company initiatives to ensure alignment between strategy & execution; developing business cases to support major strategic initiatives
- Accessing and evaluating entry into new markets and business segments by understanding the legal and macro framework, developing a detailed business plan with feasibility study and formulating a financial model
- Facilitating the preparation of Annual Business Operating Plan and Short Term & Long Term Strategic Business Plans; preparing Business Model through continuous cross-functional coordination; identifying and capitalizing on new growth / venture opportunities
- Working cross functionally to help develop, define, and communicate strategy, goals, objectives, financial targets, and metrics for the organization
- Facilitating strategy reviews, developing internal processes to align the organization, managing enterprise task forces, conducting competitive and industry analyses, and keeping the leadership team up to date on relevant external developments
- Conducting research of business feasibility, market entry strategies in new locations including white spot analysis, graphical illustration of data, translation of complex findings into written text and mapping to Business Needs
- Developing project plan, financial models and undertaking project risk & feasibility analysis for new large scale infrastructure projects by using appropriate analytical techniques such as scenario planning & sensitivity analysis
- Ensuring timely execution of CEO Review Meetings with Top Management; conducting deep dive analysis of the reported numbers & highlighting business insights with an action taken report for quick decision making
- Preparing Management reports highlighting key challenges, financial and operational performance of the organization.
- Analyzing Competitor/Peer Group financial performance vis-à-vis key P&L and Balance Sheet line items
- Tracking key revenue and expense metrics, identifying cost saving opportunities, and suggesting alternatives to optimize productivity.
- Preparing, Consolidating and extensively Analyzing Budget variance to drive high quality decision-making, deliver economic insight into the relationships between costs and revenues and to track underperformance

ORGANISATIONAL EXPERIENCE

Since Jul'14 working with Wave Group, Noida as Sr. Manager(Business Analyst) - Corporate Strategy



Highlights:

- Holds the distinction of providing assistance to Head Strategy in developing strategic frameworks, launching new business initiatives, Institutionalizing changes & planning portfolio to analyze new market opportunities (partner, acquire, build) with valuation exercises
- **Played a stellar role in driving various key assignments such as:**
 - Formulated business models with detailed feasibility reports (backed by strong primary and secondary research) for entry in various sectors like Agriculture (Potato Seed multiplication through tissue culture technology, Solar, Food Processing, Mega Food park, Cold Chain, Ready to eat), Airlines (Air Charter services)
 - Successfully lead & facilitated strategic offsite meet including preparation and presentation of the Business plan
 - Designed & Implemented Executive dashboard & MIS formats for tracking of sales, financial & operational KPIs
 - Developed and implemented Overhead Cost reduction plan that optimized it closer to the industry standards
 - Drafted critical business processes to ensure smooth co-ordination between sales and operations
 - Assisted in driving Sales & Marketing Operating Model with collective governance model for the Smart City project in Ghaziabad
 - Institutionalized and implemented sales and marketing incentive plan
 - Supported the newly formed digital marketing team in chalking out the KRAs, drawing and measuring KPIs by developing, implementing and continuous tracking of the MIS reports
 - Formulated sales pricing policies of various real estate projects

Oct'09- Jul'14 worked with SPML Infra Limited, New Delhi as Sr. Manager - Corporate Planning & Strategy



- Implemented Sales Force Application in line with the new process with support from the IT Team
- Restructured the Accounts Department by mapping goals of the CEO to the junior executives
- Created incentive mechanism which helped in reduced attrition and improved employee performance
- Developed & Tracked performance metrics- Goal sheets, accountabilities for different levels of the organization-SLAs, Scorecards
- Designed & implemented standardized formats for organization wide reporting
- Played a key role in fund raising process like Due Diligence, Valuation, giving presentations to potential investors, PE firms
- Conducted review of external consulting engagements such as Internal Audit with Deloitte, Consulting with SDG
- Re-engineered Business Development Team by mapping Responsibility Matrix with training needs and career plans
- Interviewed top management for identification of operational & strategic key initiatives to be taken with implementation dates
- Executed, Monitored absorption of change during Decentralization to Centralization of Business
- Analyzed various tenders in Water business segment through historical pricing trend of key components
- Identified gaps in existing manual processes and helped in overall automation to drive efficiency throughout the company
- Carried out annual budgeting exercise involving preparation, consolidation and extensive analysis of budgeted numbers of 70 complex construction projects

COMMENCED CAREER: May'05- Sep'06 worked with IBM, Gurgaon

- o Joined as an Executive; promoted as Sr. Executive in Jul'06 and further as Team Lead - Citi Mortgage In Aug'06
 - o Responsible for customer service related to mortgage business
 - o Headed a team of 6 people



INTERNSHIP

Organization : McKinsey & Co., Gurgaon
Role : Management Intern - Corporate Finance
Period : May'08 - Sep'08
Scope :

- o Undertook Variance Analysis of financials of S&P 500 companies between Bloomberg & McKinsey's Internal Database
- o Prepared & maintained monthly audit reports highlighting the various causes of variance



EDUCATION

- Master's in Business Administration (Finance) from Rai University, Delhi, Punjab Technical University in 2009
- B.Com. (Honors) in Finance & Taxation from PGDAV College, New Delhi, Delhi University in 2005

WORKSHOPS ATTENDED

- Decision Consulting Workshop presented by Strategic Decision Group during 13th – 17th Jul 2011

EXTRACURRICULAR ACTIVITIES

- **Ranked 1st in:**
 - o Developing a strategy to launch a FMCG product across different countries.
 - o Regional Contest of 4th National Competition for Management Students 2007 on "Seventy Million Employable Indians: Strategies for Global Effectiveness" held on 22 -23rd Aug 2007 at Delhi.
 - o Won 1st Prize in Inter-college Debate Competition "Kshitij – The Horizon 2008" on "How to Improve Indian Education System" held on 9th & Feb 2008.
- **Won the following awards:**
 - o Star Performer Award, "Live Wire", for delivering exceptional work quality in IBM during 2005 - 06
- **Recognized or Nominated for:**
 - o Presenting Best Research Report on competitors' behavior in Price Tender Bidding
 - o Change Facilitator Award for turning around business performance in SPML
 - o Best Performing Employee Award consistently for 3 years in SPML.
 - o Driving a strategic vision project headed by MD; handpicked by Top Management as part of SPML Task Force

EDUCATION

Rai University

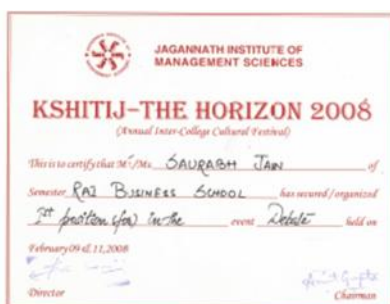


MBA (Finance) from Rai University



B.Com. (Honours) in Finance & Taxation from Delhi University

WORKSHOP ATTENDED



PERSONAL DETAILS

Date of Birth : 24th June 1984
Languages Known : English and Hindi