

AMAN TOMAR

434-242-9570 □ aman.t2494@gmail.com □ linkedin.com/in/amantomar/

EDUCATION

University of Virginia Darden School of Business – Charlottesville, USA **Jul 2021 - May 2023**
Full-time MBA, Specialization in Management Science STEM; VP, Consulting Club, South Asia Society, Admissions

Indian Institute of Technology – Guwahati, India (CGPA 8.05/10) **Jul 2011 - Jun 2015**
Bachelor of Technology, Chemical Science and Technology; Events Head, E-Cell, Captain, Table Tennis

EXPERIENCE

BOSTON CONSULTING GROUP – Dallas, USA **Sep 2023 - Current**

Consultant – Digital transformation and strategy across Energy, Healthcare, Public sector, Industrial Goods

- Developed an **AI-enabled Methane emissions response platform** for a **\$45B Oil & Gas firm in Azerbaijan**, promising **40K MT emissions mitigation** in 5 years; featured in **UN COP29 Climate Change Conference, Baku**
- Designed **patient engagement strategy** for a **\$10B US Sleep Apnea device distributor**; co-led **IT workshop for 3+ VPs**, evaluated and integrated a **third-party CRM platform**, enhanced CRM scripts and coached 30+ care agents
- Analyzed 7+ expense categories for a mid-size **US state's \$2B procurement portfolio**, and identified **20+ vendor, SKU and unit-cost rationalization levers**, cumulative **savings worth \$250M+** across **IT, Finance, and Admin** departments
- Designed **op-model & change management plan for 10K+ FTEs for a Fortune 10 US Oil & Gas firm**; conducted 20+ interviews with functional leaders, and benchmarked G&A with industry peers to identify **\$125M+ in synergies**
- Designed **Go-To-Market strategy for long-shape steel products** for a **\$22B US steel producer**; conducted market research and drafted “where to play” and “how to win” for a portfolio of 10+ products

OYO VACATION HOMES – Amsterdam, Netherlands / Gurgaon, India **Nov 2019 - Jul 2021**
Global hospitality chain with \$10B in valuation; Softbank, and Tiger Global Investee

Senior Manager – Growth strategy for 25K+ vacation homes across EU; Supervised 6 operations associates

- Designed **30+ revenue mgmt. policies** for 20K+ homeowners in **10+ EU countries** and trained associates on a **digital contract mgmt. system** to accelerate platform listing lead time by 8%, an **annual revenue impact of \$22M**
- Co-developed an **AI led dynamic pricing engine** & implemented a **region-specific daily price change strategy** on 25K+ homes across 6 online travel aggregators, improving annual revenue yield by 12%, **\$45M incremental value**
- **Liaised with state authorities in 10+ cities in France** and implemented **WHO COVID-19 safety protocols** on 2K+ homes, offering additional **quarantine spaces to 5K+ COVID** affected patients

RIVIGO – Gurgaon, India **Jan 2018 - Oct 2019**

\$1B valued tech-trucking startup; Fleet size 3,000 trucks and 4,500 drivers, Warburg Pincus and Elevation Capital investee

Project Manager – Fleet Operations; Supervised a 2-tier team of 5TLs and 60 operations executives

- Designed digital interfaces & strategy to provide **real-time driving alerts to 5K+ drivers**; formulated a **fuel purchase optimization engine** using unit price-location-quantity in a pan-India fuel bunk network, **annual \$6M saving** in fuel cost
- Introduced **digital ‘proof-of-delivery’ at 3K+ client locations**, accelerating revenue realization from 60 to 35 days
- Developed **data capture & transmission architecture** for 200 reefers to provide **real time temperature visibility to clients**, differentiating service standard in the cold chain industry and gaining **additional market share of \$1.5M**

FLIPKART – Bangalore, India **Jun 2015 - Oct 2018**

Led cross functional programs across enhancing Delivery speed, Returns management, Private label strategy & 3PL services

Assistant Manager – CEO's Office

- **Automated inventory planning for 20+ private label SKUs** at 4 fulfillment centers, improving delivery speed by 25%
- Designed **differentiated supply chain experience for 10 external e-commerce clients**, an annual \$60M topline value
- Implemented new lifting norms in warehouses to **onboard heavy (8+ Kg) category**, scaling to \$1M revenue in 6 months

ADDITIONAL INFORMATION

- **Interests:** Gold Medalist at U-19 Table Tennis Nationals; Indian classical vocalist; Robinhood Army chapter lead