CONSULTANT

Core Qualifications

- SKILLS AND ACTIVITIES
- Volunteer English Teacher for "Teach India"; Challenge for Charity; SQL, SPSS, Tableau, MS Excel, Power Point.

Accomplishments

- Evert McCabe Fellowship, Rick and Marilyn Wong Scholarship, Business Technology Club Board member
- Owned development, testing and maintenance of 4 mission critical Web Services that powered a Web based product that generated over $5M in annual revenue. Won "Beyond the Call of Duty" award for outstanding effort

Experience

04/2015 to 04/2015
Consultant Company Name ï¼ City , State

- Cloud and mobile services)
- Create journey maps and identify touch points for different personas of application developers. Asses the capability maturity of different components within Windows, iOS, and Android development platforms.

01/2015 to 03/2015
New Product Development Consultant Company Name ï¼ City , State (hyper-converged IT Infrastructure)
06/2014 to 08/2014
Product Marketing Manager Intern, vCloud Air Company Name ï¼ City , State

- Identified market size, and target customer segments for a new hyper converged IT infrastructure product. Conducted competitive analysis. Proposed a product for mid-market and a Go-to-Market strategy. VMware Inc., Palo Alto, CA Summer 2014 Product Marketing Manager Intern, vCloud Air (Infrastructure as a service- IaaS)
- Interviewed VMware customers to discover adoption rate of vCloud Air based on use cases. Identified top 10 customer use cases of vCloud Air. Presented specific changes to fine tune targeting and positioning of vCloud Air.
- Analyzed win/loss interviews to identify top 8 buying criteria and top 4 ROI drivers used by potential customers to select IaaS vendor. Recommended specific changes to fine tune sales tool-kit.
- Developed a content strategy for VMware's IaaS case studies by eliciting buying criteria, and by bench-marking 150 IaaS case studies published by competitors such as AWS, Microsoft Azure, Rackspace, and Google.

01/2014 to 03/2014
MBA Marketing Consultant Company Name ï¼ City , State

- Developed a market entry plan for a new network Security Software as a Service (SaaS) product. Conducted market research and competitive analysis to identify opportunity worth $1.6B in network security space.
- Proposed and presented acquisition as the market entry route to the executive team. In May, F5 Networks acquired Defense.Net - a cloud based security SaaS provider.

01/2012 to 01/2013
Team Leader Company Name ï¼ City , State

- Client: An international chain of convenience stores)
- Led an agile product team of 8 consultants to develop and implement 5 core Web Services of customer loyalty software to help the client capture $600M in annual revenue.

01/2007 to 01/2012
Technology & Product Analyst Company Name ï¼ City , State

- Client: An American publishing and financial information firm)
- Owned development, testing and maintenance of 4 mission critical Web Services that powered a Web based product that generated over $5M in annual revenue. Won "Beyond the Call of Duty" award for outstanding effort.
- Proposed methods to speed up online financial news search feature of client's Web product and presented to Vice President of Technology, resulting in a project win worth $0.9M for Infosys.
- Developed a software to filter out redundant information from enterprise databases, eliminated manual processes and saved $550K per annum for the client. Received highest client satisfaction rating for the project.

Education

Master of Business Administration : Business Technology The Michael G. Foster School of Business, University of Washington ï¼ City , State , US The Michael G. Foster School of Business, University of Washington, Seattle, WA June 2015 Candidate for Master of Business Administration Evert McCabe Fellowship, Rick and Marilyn Wong Scholarship, Business Technology Club Board member

Bachelor of Engineering : Computer Science Manipal Institute of Technology, Manipal University Manipal Institute of Technology, Manipal University, Manipal, India May 2007 Bachelor of Engineering, Computer Science Founder of DISHA - a socio-economic platform for the underprivileged students. Co-founder & first general secretary of RED X - the largest student club of the university.

Professional Affiliations

Evert McCabe Fellowship, Rick and Marilyn Wong Scholarship, Business Technology Club Board member

Skills

Web Services, Award, Databases, Maintenance, Publishing, Satisfaction, Testing, Web Based, It Infrastructure, Excel, Ms Excel, Spss, Sql, Competitive Analysis, Marketing, New Product Development, Product Development, Transmissions, Aws, Buying, Buying/procurement, Cases, Drivers, Iaas, Product Marketing, Roi, Sales, Use Cases, Vmware, Market Research, Mba, Network Security, Saas, Security, Software As A Service, Android, Ios, Red X, Secretary