

MOHAMMED FAIZ DARVESH

BITS PILANI | XLRI

Experienced Project Manager with a track record of planning/executing projects for senior management

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EDUCATION

2014 - 2016

PGDM (HR), XLRI, Jamshedpur

2010 - 2014

B.E. (CS), BITS Pilani, Hyderabad



SCHOLARSHIPS

2010

Bagged the KVPY Fellowship

2010

Selected by Board of Intermediate Education, AP for Central Scholarship Scheme

2009

Scholarship of 1 Lakh on securing State rank 1 in AP in G.T.R.E



ACCOMPLISHMENTS

2014

Top 1%ile in CAT and XAT

2010

All India Rank 1 in National Science Talent Search Exam (NSTSE)

2009

All India Rank 8 in NSTSE



INTERNSHIPS

2017

BD and Marketing – LeanSpoon

2015

Strategy and BD – M. H. Alshaya

2013

Data Masking & TDM – Informatica

2012

Embedded Systems – NCCCM (BARC)



EXTRA CURRICULARS

Sports Journalist (1.4 Lakh+ reads)
Published Tech Reviewer



WORK EXPERIENCE

50 Months

Product Owner, Optum Specialty – OptumRx

18 Months (Aug '19 – Present)

Manager, Strategic Projects, COO Office – Vijaya Diagnostic Centre

17 Months (Feb '18 – Aug '19)

- Worked with the MD and COO for developing Business Strategy
- The company achieved a **nearly 15% Y-o-Y same store sales growth**

PEOPLE MANAGEMENT

- Co-ordinated Recruitment of Key Strategic Roles across business functions
- Implemented **Performance Management** process for 1,100+ employees
- Prepared revenue targets and an incentive structure for the sales team

PROJECT MANAGEMENT

- Designed and oversaw implementation of a multi-channel feedback collection, processing and resolution process, resulting in **10x feedback**
- Streamlined the channel partner onboarding, registration and payment process, leading to **>30% reduction in payment processing time**
- Other Key Projects Managed:
Franchising, Home Collection & Website Development

FINANCIAL ANALYSIS AND REPORTING

- Prepared business wide annual budget plan, monthly forecasts and long term strategic plan presentations
- Designed KPI based reporting to reflect centre level performance
- Presented monthly results to senior leadership identifying drivers
- Gathered competitor pricing data for underperforming packages, analysed and suggested revised pricing
- M&A: Prepared analysis with commentary to support due diligence

OPERATIONAL SUPPORT

- Led fortnightly review meetings of Retail Operations and Sales Teams;
- Developed content for marketing collaterals, the company website and internal and external communication by the management

Retail Manager, Strategy and Business Development – M. H. Alshaya

15 Months (Sep '16 – Nov '17)

- Developed a mono-brand and **multi-brand e-commerce strategy** culminating in multi-million dollar ecommerce implementation
- Assessed emerging markets and devised a 5 year **market entry strategy**
- Performed analysis of brand pricing benchmarked against competition to identify the optimal **pricing strategy for 44 brands**
- Conducted diligence, and generated financial models and analyses for Mergers & Acquisitions, for three deals valued over \$10 million each

BUSINESS DEVELOPMENT

- Analysed brands for business opportunity and assisted in developing franchising relationships with major brands in Food, Fashion and H&B
- Facilitated upgrade and upkeep of IT systems for Strategy & BD division
- Designed a dashboard to track projects and measure company progress