KRUTIKA KALANTRY

Female, 28 Years

SNAPSHOT
• Overall 4.5 years of experience primarily into consulting and research, strategy, data analysis as well as digital advertising and have handled clients such as Unilever, Vovo, BNP, and Damco.
• Currently a Lead Business Intelligence Advisor at Vistaprint, Ahmedabad, focusing on analyzing their business metrics and reporting. Responsible for end to end operational performance analysis, reporting, and business innovation strategy for the location
• Post Graduate Diploma from FORE School of Management, Delhi

PROFESSIONAL EXPERIENCE

Business Intelligence Lead Advisor, Vistaprint, Ahmedabad   December'16- Present

Accomplishments	• Worked on a project to create a change management framework for Vistaprint and trained the Change Management team for the same along with PEX • Forecasting of orders for creating the annual operation plan helps workforce management to improve the utilization by **17% every quarter** • Actively analyzed and provided insights for the quality and quantity metrics to operations which improved the **average efficiency by 20% QoQ** • Defined a new quality metric **as FOR – First Order Resolution**
Responsibilities	• Ad-hoc analysis, Project specific analysis, business analysis and intelligence to evolve existing product & service offerings • Order volume forecasting and RCA of variance • Contribute to final recommendations around the model of service offerings • Perform analysis and determine the root cause of any speculation in the business metrics • Current reporting of key business metrics and work on new reporting requests • Create and maintain leadership review dashboards • Articulate potential service offerings / opportunities based on vision and growth strategy of Vistaprint business units. • Measure effectiveness of strategies in place at GSO

Senior Consultant, Capgemini Consulting, Mumbai   May'13- May'16

Accomplishments	• Worked on **60+** key transformational projects primarily in Financial, retail, and TME sectors across functions and geography • Worked on **10+ billable projects**, generating additional revenue (approx. EUR 24000) for the company • Top rated due to exceptional performance and received a **promotion**. • Awarded **Project Star of the Quarter**, December 2014, Capgemini Consulting India • **Rewards and Recognition Awardee, May 2014**, Capgemini Consulting
Responsibilities	• Manage end-to-end projects including *scoping, effort estimation, stakeholder management* and final delivery • Providing tangible insights and recommendations to help formulate key decisions for clients in projects across various sectors • Manage key databases such as Gartner, Forrester, HBR, Data Monitor etc. for entire Capgemini Consulting Team • Organize, conduct and manage team collaborative meet once in every two months across geographies in India
Core Competencies	• Stakeholder Management • Financial Analysis & Benchmarking • Business Model & Strategy Transformation • Industry Analysis & Product Development • Microsoft SQL • Competition & Market Analysis

NOTABLE PROJECTS

Supply Chain Industry Analysis: DAMCO	• Analyzed the entire universe under supply chain to level up Damco's supply chain from SCM2.0 to SCM3.0 covering six major aspects – Value Chain, Business Model Assessment, Market Sizing, Channel Evolution, Competition Analysis, and Damco Capability Analysis.
Product Innovation Analysis, CPG Sector: Unilever	• Analyzed the product innovations in the CPG sector (Food & Refreshment, Personal care, and Home Care) in the context of innovation sector ecosystem, CPG value chain trends, digitalization in CPG, and the future of CPG
Change Management, Vistaprint	• Created the entire Change Management Process for Vistaprint Ahmedabad wich included bucketizing types of change, project SIPOC, process flow, stakeholder management, escalation flow, and change audit plan

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Benchmarking customer experience in TV players, Australia: Foxtel	• Benchmarking the offerings and business model of Foxtel, a regional player, with those of global standards to understand customer and digital experience and sales transformation trends in Australia's media market
Portal Strategy Development, Australia: Rio Tinto	• Developed a people centric portal strategy for Rio Tinto from a customer experience design point of view over strategic value, user value, design value and technology value
Market Sizing: SAP Hybris	• Conducted a market sizing exercise of Hybris for Capgemini to expand its DCX portfolio and understand the market potential for e-commerce CRM services • Benchmarked six key competitors and Capgemini with respect to their Hybris implementation market share and their B2B e-commerce capabilities
Corporate Venturing Analysis, Netherlands: Eneco	• Conducted a leading practices study to support Eneco set up an Incubation Center for new start-ups in the Utility sector with reference to key drivers, alignment to business strategy, operating model, portfolio of innovation investment, and achievements/failures

INTERNSHIP	
O-Zone Networks Pvt. Ltd., New Delhi	**April'12 – June'12**
Work Content and Recognition	**Project Title:** Assess Digital Signage Business Model for Ozone • Designed an innovative solution to provide complete and real time advertising management and distribution platform • Prepared a business model for the digital signage project from three perspectives- Third party Advertising, In-house Advertising and Hybrid advertising • Analyzed all the three above mentioned models assessing the opportunities and competition in the digital signage industry and helping O-Zone Networks in collaboration with media agencies
HRO2 Consultancy, HR Consultant, Ahmedabad	**March'11 – May'11**
Work Content and Recognition	• Recruit candidates as per the vacancies and the requirements of the client as per the client recruitment policy • Accredited **one of the top** performers of the team

EDUCATION			
Degree	**Year**	**Institute/ University**	**Result**
PGDM (IBM)	2013	FORE School of Management, Delhi	2.98/4.00
B.Com	2010	H.L. Institute of Commerce, Gujarat University	67.50%
H.S.C	2007	N.R. High School, Gujarat Board	84.57%
S.S.C	2005	N.R. High School, Gujarat Board	84.43%

POSITIONS OF RESPONSIBILITY	
Member, NEXUS Cultural Committee, FORE	• **1/10** selected & organized college fest, sports events and other competitions for two consecutive years • Mentored the junior team to take up the responsibilities and execute effectively • Arranged sponsorship from various retailers for the college fest
Member, FUN @ WORK, Capgemini	• Manage and execute the annual event for Capgemini Consulting, India • Organize various events round the year to keep the team involved and connected

ACHIEVEMENTS	
• Won intercollegiate basketball competition held by IMT Ghaziabad	2012
• Winner of showcase competition in DIMENSIONS, college fest	2010
• First runners up in the inter collegiate dance competition Josh 2009, beating 15 other colleges	2009
• Won elocution competition at inter college level	2009

INTERESTS
"Yes No Maybe So" - Design and manufacture bags, clutches, slings and totes under the brand "YNMS" Active through the web and exhibits across India