

# Sanjay Saigal

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## Professional Summary

- Program design, administration and teaching in business schools in the US and abroad
  - Industry experience delivering analytics-based process improvement
  - Executive leadership in education, enterprise software, and consulting
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## Expertise

- *Business education*: Program design and implementation, teaching methodologies (esp., active learning,) career education, global student concerns, admissions and related student affairs
  - *Analytics*: Implementation, systems development, quantitative techniques, supply chains
  - *Entrepreneurship*: Planning, capitalization, partnerships, operations, business development
  - *Enterprise software and services*: Product development and commercialization, business and human capital development, administration, professional services, sales management
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## Professional Experience

UC DAVIS	San Francisco, CA	2017-present
Director of Analytics Strategy, Graduate School of Business		

- Charged with developing **industry partnerships**, sourcing practicum engagements, and managing project outcomes over the academic year (AY): 8 projects in AY18, 7 in AY19 and 15 in AY20; advising MSBA Executive Director on multiple operational functions, from coaching to placements and mentoring; advising Faculty Director on curriculum and faculty engagement; etc.
- **Taught practice skill-building courses**: a four-course sequence in AY18 and AY19, and three-course sequence in 2019-20
- Developed **team-teaching** curriculum for three-course sequence requiring management of six co-instructors selected for subject matter expertise from academia and tech
- **Managed tech executive team** deployed as business mentors, as many as five in AY20

UC DAVIS	Davis, CA	2016-2017
Executive Director, Graduate School of Business		

- Lead **curriculum developer** for the new Master's of Science program in Business Analytics
- Collaborated on all program aspects, including justification, needs analysis, curriculum, and pedagogic structure
- Responsible or key resource for **operationalizing the MSBA**, including identifying adjunct faculty as well as industry partners for practicums, and creating the industry advisory board; responsible for admitting the founding class of students; assembling and managing staff team; etc.

UC DAVIS Northern California 2009-2015  
MBA lecturer, Graduate School of Business

- **Developed and taught management courses to MBA** students in UC Davis's MBA programs at Davis, Sacramento and San Ramon, CA; courses included supply chain management, management science and Monte Carlo simulation

MINERVA SCHOOLS AT KGI San Francisco Bay Area 2016-present  
Professor, College of Business

- Developed and taught business management courses **online** using **active learning** principles, spanning marketing, business analytics and operations management

SKUCHAIN San Francisco Bay Area 2016  
Head, Customer Success

- Focused on delivery of business value, from defining and facilitating client experience to ensuring product uptake and footprint expansion
- Leading marketing outreach, gathering experiences of prospective industry partners and defining opportunities for business process improvements at user installations
- Evangelizing blockchain-centered trade finance solutions to banking and corporate professionals

INTECHNÉ San Francisco Bay Area 2008-2016  
Founder

- Consulted in business process improvement initiatives for clients ranging from **Netflix** (call centers) and **Walmart.com** (ecommerce supply chains) to multiple technology start-ups

UC DAVIS, Graduate School of Management San Francisco Bay Area 2009-present  
Visiting professor and lecturer

- Taught across three distinct MBA programs in San Ramon, Davis and Sacramento
- Core **developer** of *ab initio* self-sustaining **master's program** in business analytics

ST. STEPHEN'S INSTITUTE New Delhi, India 2011-2014  
Founder and Executive Director

- **Planned, secured funding, and ran** executive development program in partnership with St. Stephen's College (Delhi, India) and Jones School of Business at Rice University (Houston)
- **Taught multi-day workshops** on information technology trends and tools to mid-senior executives from India and abroad

ILOG San Francisco Bay Area 1998-2008  
Director of Optimization Consulting (+multiple other roles)

- Roles ranged from leading multiple supply chain-related engagements to **managing teams** of consultants, trainers, product developers, and pre-sales engineers
- Lead or key contributor to projects with clients such as Hallmark Cards, Lillian Vernon, Sungard, JB Hunt, and dozens of other logistically-rich organizations
- **Led company's training delivery** organization, managing a mix of 30+ in-house and contract trainers active in the Americas and Asia
- Grew the company's most profitable line of business - telesales - from a US-only unit to worldwide operation, increasing annual revenues **from \$2.5 to over \$10 million**

COMPASS MODELING SOLUTIONS Reno, NV 1995-1998  
Director of Technical Services

- Led all product, services and technical operations functions of **B2B software start-up** from formation through its **acquisition by Ilog**

DECISION FOCUS INCORPORATED

San Francisco Bay Area

1991-1995

Management Science Consultant

- Consultant, and later, project manager for clients such as **United Airlines, Bechtel**, etc.

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## Education

**1991** Rice University

PhD, Mathematical Sciences

- Optimization of NP-hard discrete decision problems using cutting plane techniques
- *Advisor: Robert E. Bixby*, developer of benchmark optimization analytics system - CPLEX

**1984** St. Stephen's College, Delhi University

BA (Honours), Mathematics

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## Interests

- FAA-certificated private pilot; Angel Flight **volunteer pilot** (~100 missions flown)
- Gender equity issues in STEM and analytics
- Blogger on **The Atlantic** magazine's web portal
- Frequent speaker on developments in business analytics and IT
- Institute for Operations Research & Management Science (**INFORMS**) member and officer