BALACHANDAR ARUMUGAM

Consumer/Mobile Internet Products Enthusiast	Passionate about **Product Management, Data-Science**, real-world applications of Computer-Science, Statistics, Economics

Professional Experience

Bharti Airtel, Manager	June'12 – Oct'14	**New Delhi**

Global Sourcing Team - Partner Management, Deal-making (India, Africa)

Global Sourcing	• Negotiated key projects in areas of Networks, roaming-hubs, roaming clearing houses • Negotiated various Consulting project initiatives with strategic consulting partners • Closed research-deals in Mobile, DTH, Airtel-money LoBs with market-research companies • Handled key-projects like Customer-Service improvement, spotting high value Postpaid outlets
Skills	**Data Analysis, Market-research, Customer-segmentation, Consumer & Mobile Internet, Project-Management**

Cisco Systems, Developer, **WAAS product**	August'08 – May'10	**Bangalore**

*WAAS is Cisco product targeted at **global firms**, enabling them to optimize **applications communicating** over **Wide Area Networks***

Responsibilities	• Developed and managed part of the Security module in the WAAS product • Involved in **prototyping, product development** and troubleshooting customer issues • Experienced in **full stack development LAMP** (Linux, Apache, MySQL, Perl/Python)
Achievements	• Awarded under the **prestigious Cisco Achievement Program** (CAP) in Nov'09 and again in Jan'10 • Recognized **as Cisco spark** for achieving integration of WAAS with cross-functional products/technologies • Awarded for **demonstrating** WAAS in **Cisco Innovation World**, Cisco's first Innovation Showcase in India
Skills	**Product Development, Internet and Web Technologies; Full LAMP stack, Programming languages**

MOOCs | Massive Open Online Course

Coursera	**Stanford University**	**Mining Massive Datasets**	**Dec'14 – present**	**Distinction**
Coursera	**Stanford University**	**Social and Economic Networks**	**Dec'14 – present**	**>80%**
Coursera	**Stanford University**	**Machine Learning**	**Sep'14 – present**	**97%**

Educational Background

MBA	Indian Institute of Management, Ahmedabad	General Management	2010	**2012**
BE(ECE)	College of Engineering, Guindy (CEG),Anna Univ	First Class with Distinction	2004	**2008**
Class XII	SRV Boys HSS, Rasipuram, Salem, TN	State Topper (Maths, Chemistry)	2002	**2004**
Electives(IIMA)	Technology Strategy, Managing Telecom Enterprises, Economics of Strategies, Strategic Marketing			

Synergy Consulting, Summer Intern	April'11 - May'11	**New Delhi**

An international financial advisory services company with experience in projects across 35 countries

• Evaluated the financial performance, quality of the earnings and profitability of Government utility in Rwanda
• Benchmarked the financial and operational performance of a leading, global Oil & Gas company against its' competitors

Academic Achievements

COMPETITIVE	*Secured **9th rank out of 1.5 lakh** students (**99.99 percentile**) in Engineering **Entrance Exam***	*2004*
IIM-A	• Ranked in top 20% of batch in Marketing 1.1, Leadership Skills, Economic Environment & Policy • Received final offers of admission from IIMs A, B, C(PGDCM) and I	2011 2010
CEG	• Scored perfect 10/10 in Math I, Math II, Numerical methods and 9/10 in Math III, Random Processes • Project: Implemented Simulation of Wireless Routing between sensor nodes – Secured 'A' grade	2008 2008

Positions Of Responsibility

iSPIRT	**Volunteer**	I contribute towards initiatives of iSPIRT, **software products think tank** in India	2014
IIM-A	**Member, Computer Centre Club -** Co-ordinated IT Infrastructure management in Campus, Hostels	2011-12
CEG	**Vision 2008 -** National level technical symposium	• Co-ordinated the event '**Comp-Geeks**' • Managed participation from more than **100 teams across the country**
	Kurukshetra 2007 - International level techno-management festival	• Member, Core Team, "Project Display" event • Oversaw demonstration of 25 finalists shortlisted from 250 proposals

Extra-Curricular Profile, Others

Interests	• Consumer /Mobile Internet products, Social Networks, DataScience. Avid Quora, Twitter user • Solving data-science challenges in Kaggle, platform for Predictive Modeling, Analytics competitions • Swimming, traveling, trekking to nature places	
Achievements	• Shortlisted among **national finalists** in **ISB's Metamorphosis**, all India business plan contest • Computer Networking - Completed certifications **CCNA(930/1000)** and **BSCI(974/1000)** of **CCNP** • Awarded with merit certificate for securing **99 percentile** in 3rd National IT Aptitude Test	2011 2010 2007
Profile	**LinkedIn** Profile : http://goo.gl/Gf0C7x **Twitter** Profile : http://twitter.com/bala_io	