# Education

1999-2001 **MIT SLOAN SCHOOL OF MANAGEMENT CAMBRIDGE, MA**

Candidate for MBA, June 2001

Concentration in New Product and Venture Development

Marketing Club, Media and Technology Club, e-MIT, MIT $1K business plan competition

1991-1994 **BANASTHALI UNIVERSITY RAJASTHAN, INDIA**

M.S. in Computer Applications; Gold Medal for graduating first in class of 60

1988-1991 **DELHI UNIVERSITY NEW DELHI, INDIA**

B.Sc. (Honors) in Electronics; Graduated 7th in class of 210

**Experience**

Summer 2000 **THE McKENNA GROUP, INC. BOSTON, MA**

*Consultant*

* Developed, as part of a 4-member team, strategy for Web-enabled drug development process for $20+ billion pharmaceutical firm.
* Interviewed more than 20 senior executives to assess market needs and explore partnerships.
* Defined 4 alternative e-business models based on these interviews as well as additional financial analysis, competitive analysis and discussions with client team members.
* Presented recommendations to client’s top management. For finally selected e-business model, created implementation plan, as well as detailed financials demonstrating $500 million valuation.

1997-1999 **KINETIC TECHNOLOGIES, INC. VIENNA, VA**

*Project Leader*

* Initiated reassessment of company’s existing marketing strategy. Recommended shift in focus from acquiring new clients to deepening existing client relationships.
* Held comprehensive responsibility for client engagements, including proposal development, contract negotiation, project planning, client management and development team leadership
* Led 6-member team to develop employee information system for company's largest client. Developed strong relationships with senior client managers during project. Based on understanding of client’s unmet needs, initiated follow-on project worth 5% of firm’s revenues.
* Led 4-member team of software programmers to develop Web-based application for major Federal government institution. Completed assignment under budgeted time.

1996-1997 **DUNN SYSTEMS, INC. CHICAGO, IL**

*Senior Software Engineer*

* Held sole responsibility for relationship with major clinical research center client. Led 5-member team to develop database application for tracking clinical trial patient information.
* Developed Internet-based account management tool for major multinational bank that boosted customer satisfaction scores by 15%.
* Extensively involved in recruiting, conducting on the average 2 interviews per week.

1994-1996 **TATA UNISYS LTD. NEW DELHI, INDIA**

*Software Engineer*

* Selected over 25 others as application architect for our firm's largest (worth $8 million) project ever, for child welfare department of Midwest U.S. state.
* Conducted in-depth end-user focus groups to understand client needs and develop design specifications.
* Led 25-member team in India to implement project according to specifications. Managed beta testing of system with multiple end-user segments to refine final production version.
* Developed new hire training program and held new hire training sessions three times a year.

**Personal**

Conducted literacy classes in Rajasthan, India. Taught high school students from shantytown near my home in Delhi. Organized yoga classes for community. Enjoy snorkeling, kayaking, traveling.