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| **Porus Daruvala** | NY, 10530, US ▪ +1-512-577-2709  porus.daruvala@gmail.com ▪ [LinkedIn URL](https://www.linkedin.com/in/porusdaruvala/) |

**Business & Technology Executive**

*Analytical and success-oriented professional with extensive experience in business strategy and product management.*

Skilled in driving business strategy by leveraging digital technologies and establishing meaningful business relationships. Proven ability to integrate, execute, lead and advise business organizations across industries and around the globe with measurable financial success. Proven track record of success in leading cross functional teams to drive exponential business growth. Demonstrated expertise in restructuring business processes through automation, and engaging senior executives to achieve corporate goals and objectives.

**Highlights of Expertise**

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| * Business Strategy * Information Technology * Continuous Process Improvement * Financial Planning & Analysis * Operational Excellence | * Budgeting & Forecasting * Profit & Loss Accountability * Team Training & Leadership * Relationship Management * Effective Communication |

**Core Accomplishments**

* At EY, co-led the digital transformation of a 900-person global function using automation (AI, RPA, Cloud).
* At McKinsey & Company, co-led a process redesign effort for a banking client with 2500+ branches that resulted in savings of $150M+.
* As a CEO of W Holdings, oversaw revenue growth of 1000%+ and consistent operating profit margins of 40%+.
* As an independent consultant, identified cumulative growth opportunities >$150M across clients successfully.

**Career Experience**

**AXIOM CONSULTING PARTNERS, USA**

**PRINCIPAL** (Apr 2019 to Present)

Accomplished numerous organizational assessments using Axiom's proprietary Operating Model (OM) framework to assist clients refine and implement business strategies more efficiently and effectively resulting in substantial top line and bottom line impact.

* Successfully redesigned the performance model i.e. roles, metrics, contributions, bonus pool funding, distribution mechanics, and performance management processes for a $500M+ firm as part of a major post-merger integration initiative
* Directed the organizational assessment (board effectiveness, board governance, organization structure, decision rights) for a $1B+ business conglomerate

**INDEPENDENT CONSULTANT** (Jan 2018 to Mar 2019)

Delivered impactful assistance to clients across a range of industries and resolved critical strategic and operational challenges:

* Identified growth/diversification opportunities in new product or geographic markets and executed smoothly through requisite personnel, resource, and role allocation.
* Reorganized and digitized business processes to realize vastly greater productivity, customer service levels, and reduced costs.
* Directed early stage startups in company development, idea/customer validation, growth, regulation, funding, and team building.
* Delivered critical services to clients in financial services (including payments, commercial lending, auto finance) retail (offline and e-commerce), travel, ITES, education, cyber security, healthcare, and NPOs.
* Defined and drove e-commerce strategies for a leading luxury retailer that resulted in overall increased revenue by 50% and e-commerce revenue by 400% within two years.

EY, US

**ASSOCIATE DIRECTOR** (Mar 2017 to Dec 2017)

Leader within the global digital and knowledge transformation team consisting of 20 members. Directed the enhancement of the digital skills of all 260,000+ EY employees. Monitored, organized and digitized knowledge transformation programs and processes from foundation through implementation. Designed EY's digital strategies and defined EY's digital brand.

* Structured the digital fluency of EY's global workforce comprising of 260K members.
* Co-led the streamlining of global functions and workflows via automation i.e. AI, robotic process automation and "future of work" models, including outsourcing, gig platforms, and virtual collaboration platforms.

10SCAPE, Inc., US, Canada

**CO-FOUNDER, CEO** (March 2012 to Feb2017)

Controlled enterprise software startup that initiated advanced standards for network / virtual environment schematics and security vulnerability visualization. Built and led a diverse and cross-functional team successfully and drove product development and go-to-market strategy

* Attained 1000+ B2B customers successfully and drove multiple rounds of financing from private investors and Canadian government (driven by underlying IP).

Additional Experience

**INDEPENDENT CONSULTANT** ▪ Silver Bullet Advisory Services, India, UK, Singapore

**CEO** ▪ Wholdings.Travel, USA, UK, India

**CONSULTANT** ▪ McKinsey & Company, Inc., India

**ASSISTANT CONSULTANT** ▪ A F Ferguson & Company (Now part of Deloitte), India

**ARTICLED CLERK/INTERNEE** ▪ P.C. Hansotia and Co (Now part of Deloitte), India

**Education & Credentials**

Master of Business Administration (MBA)-Mini | *Dartmouth College - The Tuck School of Business at Dartmouth, USA*

Master’s in Business/Commerce | *University of Mumbai, India*

Fellow Chartered Accountant (FCA) | *Institute of Chartered Accountants of India, India*

Bachelors in Business/Commerce | *University of Mumbai, India*

Professional Skills

* **Business, Finance and Accounting related skills**: Cash flow management, budgeting, valuation, bookkeeping, fundraising, financial statement analysis, business strategy, organizational assessment, and performance model design.
* **Top tier consulting and big 4 work experience related skills**: Big picture/strategic thinking, client relationship management, complex problem solving, getting proficient with new/unfamiliar material rapidly, and project and people management.
* **Tech startup and boutique consulting experience related skills**: Leveraging a vast swath of tools, technologies, IT infrastructure, team building, leadership, agile product management, multi-tasking, operating within constraints, execution and sweating the details, thriving in remote, and distributed work environments.

Languages

English | Hindi