

EDUCATION

Massachusetts Institute of Technology, Cambridge, MA

- Master of Engineering in Logistics, Supply Chain Management Program, GMAT: 750 2014-2015

SP Jain Institute of Management and Research, Mumbai, India

- Post Graduate Diploma in Business Management (MBA) in Operations Management 2005-2007
- Dean's list for academic excellence. Lead organizer of sports and cultural events

National Institute of Technology, Calicut, India

- Bachelor of Technology in Electronics & Communication. Graduated first class with honors 1998-2002
- Awarded North East Council Scholarship. Lead vocalist of music band, winner of music and drama events

EXPERIENCE

Tata Strategic Management Group (TSMG), Mumbai, India

Consultant at TSMG - largest Indian owned management consulting firm (part of \$100 B Tata Group) 2007-2012

Project Leader (Promoted in April 2010 from Associate Consultant)

Planned and led consulting engagements, managed teams, formulated, and presented recommendations to clients based on rigorous analyses. Drove internal knowledge initiatives and coached teams. Select assignments include:

- **Business Process Redesign and organization restructuring**
 - Developed business processes for large telecom operator in Sri Lanka helping transform internal business unit into externally focused profit center; reduced delivery lead time by 30%
 - Designed organization structure and processes for a leading CPG company to double revenue in five years
- **Sourcing / Outsourcing strategy and implementation**
 - Formulated outsourcing strategy for large education company, identified vendors, defined vendor selection process and negotiated contract terms; estimated annual savings equal 33% of the cost base
 - Defined outsourcing strategy for the African Development Bank in Tunisia, identified outsourcing locations and created implementation plan; syndicated savings of \$100 M in 5 years
 - Shaped growth strategy for an aerospace and defense firm; defined sourcing strategy and identified key suppliers
- **Entry / growth strategy and commercial due diligence**
 - Formulated India entry strategy and business plan for a Fortune 500 home improvement product company to target revenues of \$100 M in 5 years; defined manufacturing and supply chain strategy
 - Identified product and marketing interventions to help consumer electronics company enter a nascent product category
 - Carried out a commercial due diligence exercise for a pan Indian Telecom operator helping raise \$250 M capital

Defence R&D Organization (DRDO), Govt. of India, Bangalore, India

Specialized in radar imaging at Government of India's premier defense R&D agency (\$1.9 B annual budget) 2002-2005

Scientist, Electronics & Radar Establishment

- Youngest team member to lead cross-functional knowledge creation for development of indigenous airborne imaging radar
- Assisted in vendor development, supervised quality and air safety evaluation of prototype sub-systems

Consultant at adsila.org (California based not-for-profit virtual incubator), Boston, MA

- Assessed the social enterprise incubation market and formulated go-to-market recommendations 2012-2013

Intern at Unilever, Mumbai, India

- Enabled electronic collections from channel partners across India leading to \$1 M annual cost savings 2006

ADDITIONAL

- **Software skills:** Microsoft Office Suite (Excel, PowerPoint, Access), Tableau, Matlab
- **Certifications:** Chartered Financial Analyst (CFA) level I
- **Languages:** Fluent in English and Hindi
- **Interests:** Indian classical music (Visharad – equivalent to degree), traveling, badminton