

# ROHINI PRASAD

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## EDUCATION

MASSACHUSETTS INSTITUTE OF TECHNOLOGY, CAMBRIDGE, MA

*Expected Jun '17*

**Master of Engineering in Logistics**, Supply Chain Management Program

INDIAN SCHOOL OF BUSINESS (ISB), HYDERABAD, INDIA

*Apr '13 to Apr '14*

**MBA**, Majors- Operations, Finance

**CGPA:** 3.52/4, Top 15%

**GMAT:** 740

- Received the coveted 'Torchbearer Award' for notable contribution to the school

PUNE UNIVERSITY, PUNE, INDIA

*Jul '06 to Jun '10*

**Bachelor of Engineering** in Information Technology

**First class with Distinction**, Institute Rank #1 out of 70

- Two-time recipient of Tata Merit Scholarship and Gold medal for academic excellence

## WORK EXPERIENCE

**KPMG, ADVISORY**, Bangalore, India

**Senior Consultant-** Management Consulting

*Apr '16 to Jul '16*

- Designed "Global Business Services" organization as part of post-merger integration of a fortune 500 brewing company
  - Analyzed current sourcing strategy and global footprint (~6000 people) to identify synergies for the new merged company
  - Created the Target operating model for the "Network of capability centers" with expected immediate benefit of ~25M USD
- Mentored and led a team of 8 consultants to conceptualize and create a reusable "Business-Services Taxonomy" toolkit for KPMG
- Volunteered to build a new service offering for KPMG, "Innovation Solutions for Shared services", to upsell to mature clients

**Consultant-** Management Consulting

*May '14 to Mar '16*

- Facilitated evaluation, negotiation and contracting of a 3 year, 1.5M USD Business-services outsourcing contract
- Advised a global agri-business on design and implementation of a shared service center for supply-chain & finance functions
  - Supply chain Management SME (Subject matter expert): Identified standardization and optimization opportunities in the client's supply chain, in USA, Australia and Africa, across procurement, shipping & logistics, production and sales
  - Modeled a business case for offshoring, which estimated an annualized NPV of ~3.5M USD and 64% ROI in 5 years
  - Inspected African operations to identify additional benefits accrued due to enhanced efficiency, control and standardization
  - Defined the business continuity plan and the governance and performance management framework incl. SLA/ KPI definition
  - Planned and executed transition of ~120 Full-time-equivalents by managing a team of 55 client employees onsite
- Supported client proposals, steering committee meetings and design workshops with CFOs and other senior stakeholders

**SAPIENT CONSULTING**, Bangalore, India

**Associate Level 2- Business Strategy Consultant**

*Jun '12 to Apr '13*

- Quality CoE (center of excellence): Standardized processes & tools for systematic and efficient delivery of enterprise solutions
  - Handpicked from a pool of ~2000 associates for the global Quality CoE team, composed predominantly of senior executives
  - Conceptualized & developed an industry playbook of software solutions for capital and commodity markets based on industry standards -TOGAF, Microsoft Sure-step, Sapien Approach™- for use by 6000+ Sapien personnel & clients
  - Facilitated focus-groups, created a knowledge repository and demonstrated the toolkit to the CTO & senior management
  - Reduced software rework and shortened project initiation time by ~15% by deploying the toolkit on pilot projects

**Associate Level 1- Software Engineer**

*Aug '10 to Jun '12*

- Developed Risk management tool for a US Financial services company, using EXT-JS- a powerful Beta technology
- Developed end-to-end modules for a Loan portfolio and Cash Flow Management software for a European central bank, as part of a large cross-functional, cross- cultural team, to achieve compliance with BASEL III and Dodd Frank reforms

## PROFESSIONAL AWARDS AND ACHIEVEMENTS

- Received the '**Rising Star Award**' (2014) and the '**Super Team Award**' (2015), given to one winner annually at KPMG
- Awarded the coveted '**Great work award**' (2011) and '**Core value awards**' for 'Client-focused delivery' & 'Creativity' (2012)

## OTHER LEADERSHIP INITIATIVES & EXTRA CURRICULAR ACTIVITIES

- **Consulting Project** at ISB: Devised market entry strategy for a leading infrastructure finance firm for expansion in Africa
- Semi-finalist in '**Venture Capital Investment Competition**' - evaluated startups & drafted a term-sheet for selected venture
- Elected as '**Director, Marketing & Communications**' Council and the Yearbook **Editor** for ISB Class of 2014
  - Led a 14 member team to manage ISB's marketing initiatives via print and social media-[Canvas](#), [insideiim.com](#), [YouTube](#)
- **Software-** Experienced .Net and SQL developer, Proficient in MS Office, Visio, MS Project, Tibco Spotfire, Tableau, JMP