

PROFILE SUMMARY

MBA graduate with dual majors in Operations and Strategy, bringing over 8 years of diverse experience in strategic consulting, business development, and operational excellence. Proven ability to drive business growth, streamline processes, and enhance operational efficiency across sectors. I seek roles in strategy consulting, general management, and operations, where my expertise can contribute to impactful organizational transformations.

EDUCATION

MBA in Operations and Strategy & Leadership	2022 - 2023
Indian School of Business, Hyderabad (GMAT 99.5%ile)	
B. Tech Mechanical Engineering	2011 - 2015
NIT Trichy (IIT-JEE 99.8%ile) (AIEEE-99.9%ile) (AIR 3233) (SR 66)	

PROFESSIONAL EXPERIENCE

IIT Ashram, Chief of Strategy and New Initiatives	June' 2024 - Present
<ul style="list-style-type: none">Expanded to Vasna Bhayali branch, surpassing admission targets by 20%, while ensuring minimal overlap with Alkapuri and Manjalpur centers, reducing cannibalization by 30%.Launched cost-effective digital marketing campaigns, cutting acquisition costs by 25% through targeted ads and social media, increasing online traffic by 42%.Led a corporate restructuring to reduce operational redundancies, improving resource allocation efficiency by 14%.Partnered with the HR team, Department Heads, and Centre Heads to optimize operations by restructuring Key Result Areas (KRAs) and Key Performance Indicators (KPIs), and updating service contracts ensuring alignment between performance and compensation.	
Managing Partner, FIITJEE Prayagraj	May' 2023 – May' 2024
<ul style="list-style-type: none">Collaborated with 60+ schools, increasing participation in key events by 200%, and growing Average Revenue Per User by 55%.Successfully reduced the cost of the PANINI program (Dummy integrated school program) by 12.5%, significantly enhancing enrollment rates by 22%.Assisted in the development and execution of a gamified registration portal that streamlined the registration process for parents and students, boosting engagement by 90%. This initiative also established a new automated registration channel integrated with the Salesforce dashboard, replacing several non-interactive admission test websites.Implemented Salesforce at the center level and trained the admissions staff, offering a comprehensive view of the sales funnel. This improved inquiry tracking and increased joining rates from 22% to 30%.Introduced initiatives such as suggestion/complaint boxes, counseling sessions, direct calls from the Centre Head's Office, and 'Chai pe Charcha' to actively engage stakeholders and address concerns. These efforts significantly reduced conflicts and improved collaboration, decreasing dropout rates from 34% to 21% and recovering over 40% of opportunity losses during the period.	
IIT Ashram, Manager Outreach and Operations	2017- 2022
<ul style="list-style-type: none">Boosted participation in KHOJ (Admission Cum Scholarship Test) by 60% to 14,000 and UDAAN (Admission Cum Scholarship Test) by 35% to 6,000 in 2019 through targeted outreach initiatives.Achieved an 11% increase in admissions through enhanced visibility strategies such as introducing branded merchandise, referral scheme and proficient management of ratings across platforms.Reduced the average cost per student from Rs 65,000 to Rs 39,000 by eliminating infra and electricity costs while enhancing the average enrollment ratio from 24% to 52% through cross-collaboration with schools.Facilitated the establishment of a new center in Anand, Gujarat, generating additional revenue of Rs 2.5 Crore in the first year with over 350 students enrolled.Developed horizontal relations (consortium) with industry peers for combined hiring and resource sharing, resulting in a 15% reduction in teaching expenses and increased lecturer availability throughout the year.In 2021, We successfully increased female student enrollment by over 54%, from 530 to 820, through strategic upgrades and redesigning of infrastructure facilities, alongside focused improvements in safety and security measures	
Larsen and Toubro Limited, TI-IC, Senior Engineer	2015- 2017
<ul style="list-style-type: none">Strategically allocated manpower and machinery for a 70 km SSRP Road Project, achieving Rs 9 crore in cost savings by optimizing quality control, logistics, inventory, and preventing bitumen pilferage.Managed delivery and supply of 500+ SKU materials, ensuring uninterrupted operations and established agreements to mitigate stock-outs, increasing delivery rate from 740 meters/day to 1.2 km/day.Reduced lead time by 3 days and inventory by 15% through effective vendor cataloging, while lowering diesel consumption by 12% (30,000 liters/month) using GPS trackers for 24/7 asset monitoring.Minimized equipment breakdown time from 22% to 15% by creating asset history files, enabling predictive maintenance, and reduced idle time from 39% to 24% through proactive site operations planning.	

POSITIONS OF RESPONSIBILITY

- Held Leadership roles at NITT in various capacities such as Mess Manager (‘11), General Secretary (‘12), Class Representative (‘14) and Vice president of the Pheonix club (‘14).
- Mentored 600+ students for IIT JEE and AIEEE entrance exams at Alpha School and Kendriya Vidyalaya Trichy. (2011-2015).

SKILLS SUMMARY

Professional Skills	Stakeholder Management, Management Communication, CXO Presentations, Public Speaking, Strategic Initiatives.
Technical Skills	MYSQL, Data Analysis, Project Management, Process Optimization, CRM, Power-BI, Office 365, Financial Analysis, Marketing Research, Digital marketing.

EXTRA-CURRICULAR ACTIVITIES

- Secured International Rank 26 in 3rd International Mathematics Olympiad conducted by Science Olympiad Foundation. (26/17000+)
- Secured AIR 318 in the 12th National Science Olympiad 2009, conducted by Science Olympiad Foundation. (318/16700+).