

## Drishti Bansal

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Expertise In	Technical Skillset
<ul style="list-style-type: none"><li>➤ Creating Business Requirement Document</li><li>➤ Bid process management</li><li>➤ Product Strategy and roadmap</li><li>➤ Cross-functional Leadership</li><li>➤ Agile Methodologies</li><li>➤ Knowledge Management Solutions</li><li>➤ Primary and Secondary Research</li><li>➤ Maritime and Aviation Trade</li><li>➤ Liaison and Stakeholder Management</li></ul>	<ul style="list-style-type: none"><li>➤ SQL, SPSS, draw.io, Adobe Illustrator, Adobe Acrobat, Advanced Excel, MS Word, MS PowerPoint, MS Publisher, SPOTFIRE, SCRUM Tools, Canva, SurveyMonkey</li></ul>

### Professional Experience

#### Manager: KPMG Advisory Services Private Limited (August'22 – Present)

##### Project: Implementation of the WTO's Trade Facilitation Agreement in India; Ministry of Finance

- Drove the implementation of **Single Window Interface for Facilitating Trade 2.0**, digitizing regulatory trade compliances and processes, enabling operational efficiency. Activities included:
  - **captured business requirement**, conceptualized the **product roadmap**, and scoped out features
  - conducted **stakeholder consultations**, and created **“as-is”** and **“to-be”** business process analysis
  - **defined APIs**, drew **use case diagrams** and **wireframes** based on the requirement
- Conducted impact assessment of customs reforms on reduction of clearance time in India's EXIM landscape, catalogued the challenges and provided actionable points for **National Trade Facilitation Action Plan 3.0 (2024-2025 to 2026-2027)** to the client, resulting in achieving **90% facilitation**
- Led AEO programme perception evaluation survey – drafted questionnaire to gather responses from **5000+** AEOs, analyzed responses of **1000+** AEOs to **provide policy inputs** leading to **increased uptake of the programme** by trade
- Categorized Non-Tariff Measures issued by partner government agencies as per the **UNCTAD's International Classification of Non-Tariff Measures** and assigned a unique Centralized Control Number as per defined process
- Conceptualized **Unified Customs Grievance Redressal Mechanism**
  - Conducted research on grievance redressal best practices and benchmarked existing systems through **gap analysis**
  - Defined requirements and designed an **integrated solution** to **streamline processes, reduce TAT, enhance user experience, and eliminate bottlenecks**
  - Created **wireframes** for a centralized Customs **Grievance Portal** with features like **automated workflows, real-time tracking, and reporting**

#### International Engagements:

- Engaged with KPMG Nigeria team, in assisting a client for **implementation of National Single Window**. Key activities includes conceptualizing the product roadmap, creating “as-is” business process analysis, performing quality assurance, etc.

#### Other Responsibilities:

- Worked with cross-functional teams to deliver compliant **RFP/EoI responses for more than 10 opportunities** within tight deadline, performed effort estimations, cost estimation, resource planning. Submitted bids/proposals/EoI on portals such as GEM, CPPP, WBG eProcure RFx Now – World Bank, etc.
- Designed and implemented a **Trade Facilitation framework** leveraging infrastructure, integrating advanced technology and international agreements to optimize trade processes and drive efficiency for clients

#### Senior Executive: ASSOCHAM (May'21 – June'22)

- Conducted SWOT analysis of India's bilateral and multilateral relations to create **globalization strategy**
- Piloted comprehensive qualitative and quantitative analysis of India's economic status by assessing RBI Monetary Policy, geo-political situations and macroeconomic factors influencing **strategic planning**

- Steered **post-implementation analysis** of regulatory reforms and policies across healthcare, logistics and warehousing, port and shipping sector

#### **Young Professional: Ministry of Agriculture & Farmers' Welfare (July'20 – April'21)**

- Analyzed agreements such as **India-Chile PTA** and **India-Mauritius CECPA** to identify potential market opportunities and ensure trade regulation compliance for **trade expansion**
- Developed a comprehensive strategy on holistic approach for boosting agricultural trade, **aligning product roadmaps with the government's vision**
- Formulated agri-commodities **export promotion strategies**, leveraging market intelligence gathered from 15 missions abroad, facilitating **targeted product positioning** and **market penetration**
- Created a **product analysis matrix** for market access, based on inputs from missions abroad, enabling data-driven decision-making for over **12 Agri product** launches, positioning, expansions, promotion
- Analyzed India's agricultural exports to neighboring countries, identifying opportunities for product diversification and **regional market expansion**

#### **Research Associate: Bureau of Research on Industry & Economic Fundamentals (April'18 – July'20)**

##### **Project: Study on Logistics Efficiency at JNPT, Chennai Port and APSEZ Mundra; Ministry of Commerce, Government of India**

- Performed analytical assessment of the procedures, regulations and time taken at various intervention points, such as documentation, costing, mode of transportation, inspection, testing, clearances, logistics performance
- Mapped supply chain of import/export at ports through identification of procedures and stakeholders, and identifying dwell time at various touchpoints, enabling a holistic understanding of the product ecosystem - through field visits and interactions with stakeholders
- Data-driven insights provided for streamlining product movement across borders and enhancing traders experience got published on JNPT website
- Analysis conducted during the strategic study and subsequent recommendations had led to reduction in import dwell time by 17% at JNPT, 47% at Mundra and 13% at Chennai and improvement in India's 'Trading Across Borders' ranking from 80 to 68 in The World Bank's Doing Business report

##### **Project: Supporting Implementation of WTO's Trade Facilitation Agreement (TFA) in India; Ministry of Finance, Govt. of India**

- Contributed to India's **first national time release study** and independently performed quantitative analysis of the report for **15 port locations** covering Sea, Air, Inland, and Land ports
- Recommended actionable measures for easing out bottlenecks in port operations
- **Delivered workshops across 11 port locations** as live sensitization cum learning exercise for stakeholders involved in the value chain

##### **Project: Time Release Study on e-Invoice, e-Payment and e-Delivery Order at the JNP; Indian Ports Association, Ministry of Shipping, Government of India**

- Analyzed the procedure of Delivery Order issuance and its integration within the Port Community System portal
- Core team member for **Timeline analysis** of the release of Delivery order
- Spearheaded stakeholder consultation for the government department

#### **Analyst: EY (EYGBS India Pvt. Ltd.) (May'15 – December'17)**

- Performed **risk management services** of independence practice and reported non-compliances
- Analyzed the **client portfolio** to be Independent of the Audit client w.r.t different regulatory authorities
- Leveraged various resources such as Bloomberg, Dun & Bradstreet, Capital IQ, SEC Filings, etc
- Monitored **overall project progress, renegotiated timelines, scope changes, and budgets** for seamless execution and delivery

#### **Qualifications**

- 2013-15 Master of Business Administration, Bharati Vidyapeeth Deemed University, Institute of Management and Research
- 2010-13 Bachelor of Commerce, University of Delhi