

Sandeep Kamat

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Location: Paris, France

Position Applied: Strategy Consultant

Experienced professional with an MBA from France's top tier business school and 9 years in product management and consulting roles. Skilled in delivering nuanced advice and building strong client relationships. Entrepreneurial, collaborative, and committed to the highest ethical standards.

MBA COMPANY CONSULTANCY PROJECT

Strategy Consultant | REPSOL

April 2024 - June 2024 | Madrid, Spain

- Developed 2 commercialization strategies, 1 business case for Repsol's innovative Battery Mgmt. System.
- Developed financial models to assess product performance, resulting in a 20% increase in profitability.

Relevant Skills : Market Research, Business Analysis, Critical Reasoning, Persuasive Communication

Strategy Consultant | DAVINES GROUP

Nov 2023 - Jan 2024 | Parma, Italy

- Increased market share by 20% through market research, data analysis and formulating strategic plan.
- Boosted product engagement by 30% by developing brand strategy for the Brazil market by supporting the marketing director in the development and implementation of promotional plans and sales tools.

Relevant Skills : Account Management, Business Development, Decision-Making, Networking Sales

PROFESSIONAL EXPERIENCE

Project Leader | ITER NUCLEAR ENERGY ORGANIZATION

Nov 2019 - Present | France

- Established strong relationships with key stakeholders from 7 different countries including suppliers, vendors, and industry influencers, resulting in a 25% improvement in product delivery timelines.
- Undertook extensive market analysis specific to the energy industry, informing strategy formulation.
- Effectively communicated complex findings and strategic recommendations to senior client stakeholders, resulting in the adoption of key initiatives that enhanced project outcomes by 25%.

Relevant Skills : Leadership, Strategic Planning, Business Management, Negotiation, Relationship-Building

Project Leader | LARSEN AND TOUBRO

Jan 2016 – Nov 2019 | Bengaluru, India

- Generated revenue of over \$ 400K for Larsen and Toubro by accomplishing over 20 full-lifecycle projects for industrial products for 6 different clients.
- Achieved a 20% enhancement in product performance and customer satisfaction by implementing data-driven decision-making processes and leveraging analytics to identify market trends and customer needs.

Relevant Skills : Project Management, Problem-Solving, Attention to Detail, Organizational, Teamwork

Project Research Engineer | INDIAN INSTITUTE OF TECHNOLOGY BOMBAY

May 2015 - Jan 2016 | Mumbai, India

- Spearheaded development of digital microscope product and slashed cost by 30% of competitors.

Relevant Skills : Research and Development, Financial Modelling, Business Development, Technical Product Management

Intern | GE

Jul 2013 - Jul 2014 | Bengaluru, India

- Enhanced accuracy by 90% of X-ray imaging drive systems following design suggestions and prototyping.

EDUCATION

ESCP BUSINESS SCHOOL

Aug 2023 - Jun 2024 | Paris, France

MBA | International Management

Ranked #25 worldwide (FT 2024) | Recipient of Diversity and Merit Grant

R.V.COLLEGE OF ENGINEERING

Oct 2012 - Oct 2014 | Bengaluru, India

Master of Technology | Product Design Engineering

GATE merit scholarship recipient and ranked in the top 10% of class.

SKILLS AND ACTIVITIES

- **Languages:** English (Fluent, C2) | French (Intermediate, B1) | Hindi (Fluent, C2) | Marathi (Fluent, C2)
- **IT Skills:** Google Analytics | Power BI | Tableau | Advanced Excel | Confluence | Microsoft Office | Financial Modelling
- **Certifications:** Data Science and Business Analytics | Data Analytics for Managers | Technical Product Management
- **Awarded Star of the Month**, known for top team performance at Larsen and Toubro for consecutive 2 months.
- **Achieved 4th position** in endurance test for 'BAJA' a national level automotive design competition at Indore, India.
- **Volunteered at SPLASH Projects** for building a community facility while gaining leadership skills.