

BALAJI GUNTUR, PMP®, CSPO®

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EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business

Washington, DC

Master of Business Administration - STEM Designation, Management Science Major

May 2020

- Merit Scholarship; Study Abroad, ESADE Business School, Barcelona, Fall 2019
- Technology Club, Consulting Club; Student Interviewer & Welcome Ambassador for MBA Class of 2021

ANNA UNIVERSITY

Chennai, India

Bachelor of Engineering, Electronics & Instrumentation, graduated in First Class ranking

May 2011

- Partnered with Indian Defence R&D Organization on a tank project using neural networks and fuzzy logic
 - Vice President: National Entrepreneurship Network, elected by over 400 students
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EXPERIENCE

ANHEUSER-BUSCH INBEV

Sao Paulo, Brazil & Washington DC

MBA - Consultant

January 2020 – April 2020

- Analyzed and benchmarked current performance system against industry standards to devise a strategy for improving north star metrics and performance management systems at AmBev Brazil.

WORLD BANK GROUP

Washington, DC

IFC Climate Fellow

January 2020 – March 2020

- Conducted market research, developed business cases for carbon capture technologies to invest in developing countries to achieve a positive economic rate of return for the IFC's investment.

DASSAULT SYSTÈMES

Detroit, MI

High - Tech Business Consultant - Intern

May 2019 – August 2019

- Set up KPIs for client's objective and key results (OKRs) to track cost savings, incremental revenue, and R&D operations by analyzing data and insights, forecasting a 20% to 30% improvement on return on investment (ROI).
- Co-authored a White Paper to diversify product portfolio, reduce prototyping cost, and accelerate time to market by 30% to 45% by combining model-based system engineering (MBSE) and product line engineering (PLE).
- Created a value engagement roadmap to implement digital competencies, digital tools, and processes for Telecom OEMs, White Goods, High-Tech, and Semiconductor clients to tackle disruptive changes.

HONEYWELL INTERNATIONAL

Phoenix AZ & Bangalore, India

Deputy Program Manager

September 2016 – June 2018

- Collaborated with clients and suppliers to conduct monthly program management reviews for software programs worth \$140M, managed program risks, and monitored supplier performance.
- Led a \$45M multi-functional technical software program budget, scope, schedule, and cross-functional team from six countries; managed detailed requirements, and delivered milestones ahead of schedule.
- Invented a new financial model to examine financial performance, leading to a \$4M overall saving, and method got implemented in over 14 other software programs with a collective budget of over \$250M.
- Built mentorship plans, training roadmap, and online job readiness assessment for new hires, accelerating employees learning curve by 35%, was a reduction from 8 weeks to 5 weeks.
- Built Basis of Estimate and program plans for Hardware products; Established detailed work breakdown structure, and managed procurement process, resources, sub-contractors, and purchased services.

Program Planning and Control Analyst

May 2014 – September 2016

- Managed and Executed a \$21M avionics product using agile project methodologies.
- Eliminated 82% of non-value-added tasks by executing Lean Kanban processes.
- Deployed automation solutions to generate performance reports for 20 programs.

CGI GROUP INC.

Bangalore, India

IT Consultant

July 2011 – May 2014

- Improved quality metrics by 24%, a saving of \$120K by performing root cause analysis.
 - Designed a real-time dashboard to display key project management metrics for over 60 projects.
 - Collaborated with cross-functional teams to set up PMO office to manage projects efficiently.
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DISTINCTIONS

Leadership: Served as Vice-President at Toastmasters International at Honeywell and CGI.

Achievements: Outstanding Employee Award FY2017, presented to top performers at Honeywell India.

Technology: MS Project, SAP ERP, Power BI, Tableau – Advanced; SQL, JIRA, Visual Studio - Intermediate.

Certification: FinTech Specialization, Wharton Online; Google Analytics; CSPO; PMP.

Languages: English Fluent, Tamil Native, Telugu Native, Hindi Advanced, Spanish Beginner.

Interests: Play Soccer regularly, Photography, and worked as Cameraman for a few short films.