

BALAJI GUNTUR

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EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business

Washington, DC

Master of Business Administration

May 2020

- Merit Scholarship; Study Abroad, ESADE Business School, Barcelona, Fall 2019
- Consulting Club, Technology 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

- Worked 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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WORK EXPERIENCE

World Bank Group

Washington, DC

Independent Consultant - MBA Intern

January 2020 – Present

- Developing investment strategies for carbon capture engineering solutions in low and middle-income countries.
- Exploring markets and business models that will have a positive economic rate of return (ERR) for IFC Investments.

DASSAULT SYSTÈMES

Detroit, MI

Business Consultant - MBA Intern

May 2019 – August 2019

- Recommended KPIs for client's objectives to track cost savings, incremental revenue, and R&D operations efficiency by analyzing data and customer insights, forecasting a 20% to 30% improvement on return on investment.
- Co-authored a White Paper on Product Line Engineering (PLE) and Model-based System Engineering (MBSE) for 5G OEMs to diversify product portfolio, eliminate prototyping cost and accelerate time to market by 30% to 45%.
- Developed a value engagement roadmap to establish digital transformation capabilities, agile thinking, and systems thinking for Telecom OEMs, and Semiconductor clients by collaborating with five cross-functional solution teams.

HONEYWELL INTERNATIONAL

Phoenix AZ & Bangalore, India

Deputy Program Manager

September 2016 – June 2018

- Worked directly with clients and suppliers to conduct monthly program management reviews for five products with a combined budget of \$140M, managing product risks, monitoring supplier performance, and tracking deliverables.
- Managed \$45M multi-functional avionics software program budget, scope, timelines, and a global team from six countries; executed R&D plans and delivered customer milestones consistently ahead of schedule and within budget.
- Invented a new financial outlook model for planned budget utilization within a 2% variance, leading to a \$14M overall saving, and the method got implemented in over 14 other products with a collective budget of over \$250M.
- Built mentorship plans, training roadmap, and online job readiness assessment for new hires, accelerating the employees learning curve by 35%, which was a reduction from 8 weeks to 5 weeks.
- Created Basis of Estimate and Program management plans for Hardware programs; Established detailed work breakdown structure, and managed procurement process, resources, sub-contractors, and purchased services.

Program Planning and Control Analyst

May 2014 – September 2016

- Reduced the product development timeline by 20% by implementing an agile project management strategy for a \$21M avionics products involving twelve different cross-functional teams from the US, China, and India.
- Eliminated 82% of non-value-added activities and improved overall program schedule performance index, cost performance index, and resource productivity by conducting critical path analysis and schedule risk assessment.
- Deployed automation solutions to generate program performance reports using Microsoft project and SAP ERP system for over 20 projects, reducing the time taken to less than 30 minutes from two hours per week per project.

CGI INC.

Bangalore, India

IT Consultant

July 2011 – May 2014

- Improved overall project quality metrics by 24%, a saving of \$120K by performing root cause analysis.
 - Created a new real-time dashboard to display key project management metrics for over 60 projects.
 - Developed IT roadmaps and integration plans for the business unit as part of a Logica - CGI \$2B acquisition deal.
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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-5 employees at Honeywell India.
- Technology:** MS Project, SAP ERP, and Tableau – Advanced;
- Certification:** Financial Technology, a 4-course specialization, Wharton Online, July 2019
- 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.