

BALAJI GUNTUR, MBA, 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; Technology Club, Consulting Club; Student Interviewer & Ambassador for MBA Class of 2021

ANNA UNIVERSITY

Chennai, India

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

May 2011

EXPERIENCE

The Arena Inc

Middletown, DE / Remote

A social enterprise start-up focused on strengthening the school-to-work pipeline.

Data Analytics – Product - Part-time

September 2020 – Present

- Collaborating with cross-functional teams to develop a go-to-market online product for students.
- Developed analytics capabilities and tools to track and achieve KPIs for the EOY goal of 5000 accounts created.
- Devising strategy for metrics development, process improvement, and product optimization.

WORLD BANK GROUP

Washington, DC

The largest development bank in the world.

Independent Consultant – MBA Intern

January 2020 – March 2020

- Crafted business case, conducted market research, and developed an ROI model for carbon capture technologies.

DASSAULT SYSTÈMES

Detroit, MI

Global market leader in Product Lifecycle Management (PLM) solutions.

Business Consultant – Digital Transformation - MBA Intern

May 2019 – August 2019

- Created a digital transformation roadmap and ROI benefit model for implementing SaaS products and tools.
- Defined and tracked KPIs, developed plans to achieve the KPIs, improved Telecom 5G R&D efficiency by 30%.
- Authored a white paper to diversify the 5G product portfolio, reduce cost, and accelerate time to market by 20%.

HONEYWELL INTERNATIONAL

Phoenix, AZ & Bangalore, India

A Fortune 100 company and leading manufacturer of avionics and aircraft components.

Deputy Program Manager – Technical Program Management

September 2016 – June 2018

- Established a detailed work breakdown structure for a \$45M software program, developed schedule, and secured resources; collaborated with stakeholders and functional teams to define program strategy, goals, and deliverables.
- Foresaw a system integration risk by conducting qualitative and quantitative risk assessments and devised risk mitigation strategies to save \$200K in budget overrun and avoid a schedule overrun.
- Developed metrics to measure software program success, tracked the metrics throughout the program execution, and created action plans for issues and deviations, resulting in a 30% reduction in software change requests.
- Invented a new financial reporting model to examine the program's financial performance, reducing earned value variances by 12%, which led to a \$2M overall saving; The model implemented as a template for over 30 programs.
- Worked with business stakeholders to identify requirements, collaborated with engineers to conduct software feasibility analysis, and proposed execution roadmaps for three software programs.

Program Analyst – Technical Program Management

May 2014 – September 2016

- Executed a \$21M software program using agile methodologies, delivering all milestones 2 weeks ahead of schedule.
- Improved project management processes and eliminated 82% of non-value-added tasks by implementing kaizen.
- Deployed RPA to generate performance reports for 20 programs, improving analyst's throughput by 15%.

CGI GROUP INC.

Bangalore, India

A leading provider of global IT consulting, system integrations, outsourcing, and solutions.

IT Consultant – Software Development

July 2011 – May 2014

- Collaborated with cross-functional teams to set up the IT PMO office to manage software projects efficiently.
 - Improved project quality by 24%, saving \$120K by performing root cause analysis on the cost of poor quality.
 - Designed a real-time dashboard to display software metrics such as risks, milestones, and issues for over 60 projects.
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DISTINCTIONS

Certification: PMP, CSPO, AWS Certified Cloud Practitioner, Google Analytics.

PM Skills: Agile, Waterfall, Scrum, Risk Management, Process Management, Scheduling, PERT.

Technology: MS Project, SAP ERP, Tableau, Google Data Studio, SQL, JIRA, HTML, CSS, Visual Studio.

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

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