

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

WORLD BANK GROUP

Washington, DC

The largest development bank in the world.

IFC Climate Fellow

January 2020 – March 2020

- Conducted market research and developed business cases for carbon capture technologies that will be implemented in developing countries and created a model to achieve a positive economic rate of return for the IFC's investment.

DASSAULT SYSTÈMES

Detroit, MI

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

High - Tech Business Consultant - MBA Intern

May 2019 – August 2019

- Set up KPIs for telecom OEM client's objective and key results (OKRs) to track cost savings, incremental revenue, and R&D operations by analyzing data, forecasting a 20% to 30% improvement on return on investment (ROI).
- Co-authored a White Paper to diversify the telecom 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 tools, SaaS cloud solutions, and business processes for Telecom OEMs and Semiconductor clients to improve product offerings and keep abreast of emerging trends.

HONEYWELL INTERNATIONAL

Phoenix AZ & Bangalore, India

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

Deputy Program Manager

September 2016 – June 2018

- Collaborated with clients and suppliers to conduct monthly program performance reviews for five software programs with combined budget \$140M; monitored metrics, 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 program using agile project management methodologies.
- Improved processes and eliminated 82% of non-value-added tasks by implementing lean kanban processes.
- Deployed automation solutions to generate program performance reports for 20 programs.

CGI GROUP INC.

Bangalore, India

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

IT Consultant

July 2011 – May 2014

- Improved project quality metrics by 24%, a saving of \$120K by performing root cause analysis.
 - Designed a real-time dashboard to display metrics such as risks, milestones, and issues for over 60 projects.
 - Collaborated with cross-functional teams to set up the 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, Tableau – Advanced; SQL, JIRA, Visual Studio Code - 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.