

# BALAJI GUNTUR, 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 Global Residency Consulting Project**

*January 2020 – Present*

- **Performance System Analysis:** Analyzing and benchmarking 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*

- **Technology Strategy:** 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**

**Business Consultant - MBA Intern**

*May 2019 – August 2019*

- **KPI Management:** Accomplished KPIs for client's objectives to track cost savings, incremental revenue, and R&D operations by analyzing research data and consumer insights, forecasting a 20% to 30% improvement on ROI.
- **Product Innovation:** Co-authored a White Paper to diversify product portfolio, eliminate prototyping cost, and accelerate time to market by 30% to 45% by combining two robust product development methodologies.
- **Digital Transformation:** Created a value engagement roadmap to implement digital competencies, digital tools, and products 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*

- **Stakeholder Engagement:** Collaborated with clients and suppliers to conduct monthly program management reviews for software programs worth \$140M, managed program risks, and monitored supplier performance.
- **Program Management:** Led a \$45M multi-functional technical program budget, scope, schedule, and cross-functional team from six countries; managed high-level requirements and delivered milestones ahead of schedule.
- **Financial Modeling:** 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.
- **People Management:** 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.
- **Scope Management:** 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*

- **Program Coordination:** Managed and Executed a \$21M avionics product using agile project methodologies.
- **Quality Management:** Eliminated 82% of non-value-added tasks by executing lean and Kanban processes.
- **Robotic Process Automation:** Deployed automation solutions to generate performance reports for 20 programs.

**CGI GROUP INC.**

**Bangalore, India**

**IT Consultant**

*July 2011 – May 2014*

- **Defect Tracking:** Improved quality metrics by 24%, a saving of \$120K by performing root cause analysis.
  - **Project Analytics:** Designed a real-time dashboard to display key project management metrics for over 60 projects.
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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, Power BI, Tableau – Advanced; PMI- PMBOK Processes – Advanced.
- Certification:** FinTech Specialization, Wharton Online; Google Analytics; Certified Scrum Product Owner.
- 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.