

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; 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*
• Partnered with Indian Defence R&D Organization on a tank project using neural networks and fuzzy logic

EXPERIENCE

The Arena Inc **Middletown, DE / Remote**
A social enterprise start-up focused on strengthening school-to-work pipeline.
Product Management – Part-time *September 2020 – Present*
• Collaborating with cross-functional teams to develop a go-to market product for students, and guidance counsellors.
• Developing product analytics capabilities and tools to analyze user engagement for new feature development.

WORLD BANK GROUP **Washington, DC**
The largest development bank in the world.
Independent Consultant – MBA Intern *January 2020 – March 2020*
• Conducted market research and developed business case for carbon capture technologies investment.

DASSAULT SYSTÈMES **Detroit, MI**
Global market leader in Product Lifecycle Management (PLM) solutions.
High - Tech Business Consultant - MBA Intern *May 2019 – August 2019*
• Defined and tracked KPIs, developed plans to achieve the key metrics and targets, improved R&D efficiency by 30%.
• Authored a white paper to diversify the product portfolio, reduce cost, and accelerate time to market by 20%.
• Created a transformation roadmap and ROI benefit model for implementing SaaS products, and digital tools.

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*
• Established 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 to avoid a schedule overrun.
• Developed metrics to measure program success, tracked the metrics throughout the program execution, and created action plans for issues and deviations.
• Invented a new financial reporting model to examine program's financial performance, reducing earned value variances by 12%; led to a \$2M overall saving and the model was implemented as a template for over 30 programs.
• Worked with business stakeholders to identify requirements, collaborated with engineers to conduct feasibility analysis, and proposed execution roadmaps for three programs.

Program Planning and Control Analyst *May 2014 – September 2016*
• Executed a \$21M software program using agile methodologies, delivering all milestones 2 weeks ahead of schedule.
• Improved processes and eliminated 82% of non-value-added tasks by implementing kaizen processes.
• 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 *July 2011 – May 2014*
• Collaborated with cross-functional teams to set up the PMO office to manage projects efficiently.
• 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.

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, HTML, CSS, 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.