# GOUTHAM REJI

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## EDUCATION

**GEORGETOWN UNIVERSITY, McDonough School of Business**                                    **Washington, DC**
**Master of Business Administration**                                                              *May 2020*
- GMAT: 740, Georgetown Merit Scholarship Award
- Member - Georgetown Consulting Club, Hoyalytics Club; Co-President – South Asian Business Alliance (SABA)

**UNIVERSITY OF CALICUT, NSS College of Engineering**                                          **Kerala, India**
**Bachelor of Technology, Computer Science and Engineering**                                      *May 2014*
- First Place, Zonal Round, Indo-US Robotics League (National-level Robotics Competition)

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## EXPERIENCE

**DELOITTE CONSULTING**                                                                       **Chicago, USA**
*Summer Associate – Technology*                                                       *June 2019 – August 2019*
- **Technology Strategy:** Evaluated system architecture of siloed ticketing systems and worked with project stakeholders to strategize an integration solution to sync system communication and reduce workflow time by 30%
- **RPA Implementation:** Improved accuracy of portfolio overview reports by 20% and reduced report generation time by 98% through an RPA based application that aggregated data sources and automated report generation.
- **Data-Driven Strategy**: Worked with senior managers to design a metric dashboard to monitor daily batch cycle performance. Analyzed batch information and recommended a restructured batch schedule, optimizing batch performance by 12.5%.

**CASTLE HOMES**                                                                              **Chennai, India**
*($10M textile exports firm)*                                                          *April 2016 – July 2018*
*Business Operations Manager*
- **Program Management:** Led manufacturing-export programs worth $2M, catering to Fortune 500 retail clients; managed client expectations and coordinated activities of vendor and production teams across the country.
- **Business Strategy:** Strategized and implemented alternative import strategy for client by utilizing intermediary warehousing and assembly operation in Dubai's free trade zone, creating import duty cost savings of 14% and enabling increased European market penetration.
- **Business Development:** Identified international market opportunities and led the organization's marketing campaign in Germany, strengthening client base and acquiring purchase orders worth $1.2M.
- **Vendor Management:** Re-engineered the vendor contract management process by reducing complexity of payments and modifying vendor credit terms, reducing onboarding negotiation time frames by 20%.

**QBURST TECHNOLOGIES**                                                                       **Cochin, India**
*(Global Product Development Consultancy)*                                             *June 2014 – April 2016*
*Senior Software Development Engineer*
- **Product Management:** Led a four-member senior developer team to develop a customized POC (Proof of Concept). Analyzed customer trends, incorporated client feedback and presented POC to client panel in Japan. Secured the $1.2M E-commerce project for company.
- **Business Intelligence:** Enabled retail business to extract business insights from big data using IoT and cloud enabled data analytics platforms. Leveraged insights to enhance customer experience and boosted customer engagement by 20% through targeted ads marketing via social media channels.
- **Ownership:** Took ownership of the full-stack agile development and maintenance of a $12B retailer's Content Management System for its Korean E-commerce operation.

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## DISTINCTIONS

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| **Achievement:** | First Place, PwC Fiercest Competitor Case Competition |
| | Top 10% of the Global Cohort with High Honors, HBX Program, Harvard Business School, 2018 |
| | Top 5% of 100K candidates, All India Xavier's Aptitude Test (XAT) 2017 |
| **Technologies:** | Languages: SQL, Java, JavaScript; Database: SQL Server, MongoDB; PM tools: Slack, GitHub |
| **Leadership:** | Project Leader, Adoption Awareness Campaign, Blue Cross of India, 600+ animal adoptions |
| **Global Mindset:** | Travel to 10 countries, Malayalam (native), English (fluent), Hindi (intermediate) |
| **Community:** | Head Volunteer, Blue Cross of India, Country's largest animal welfare organization |
| **Involvement:** | Avid Hiker (completed Hampta Pass and Beas Kund treks); National tennis player |