

# KARAN M. GUPTA

312.478.2637

kmgupta@tepper.cmu.edu

Chicago, IL

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## EDUCATION

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CARNEGIE MELLON UNIVERSITY, TEPPER SCHOOL OF BUSINESS

Mountain View, CA & Pittsburgh, PA

*Master of Business Administration – MBA*

**GMAT: 740/800**

05/19

- Concentrations: **Strategy, Marketing, Entrepreneurship**
- Awards: Organizational leadership club case competition (3<sup>rd</sup> place out of 12 teams)
- Student Consultant: Developed a blockchain strategy for a large fintech client by analyzing the patent filings of its competitors. Productized the analysis technique for continued monitoring in the future.

MUMBAI UNIVERSITY

Mumbai, India

*Bachelor of Engineering, Electronics & Telecommunication - BE*

**GPA: 3.8/4.0**

05/12

- Leadership: Head of IEEE Chapter; increased women participation in technology events by over 30%
- Awards: Deloitte business challenge (1<sup>st</sup> for consecutive years), Google marketing challenge (top 15% globally)

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## EXPERIENCE

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VERITAS TECHNOLOGIES

Mountain View, CA

*Product Manager Intern (AI-Chatbot)*

5/18 – 8/18

- **Business Strategy:** Identified opportunities to reduce costs by over \$1.3M by removing redundancies in customer support. Secured senior management buy-in by performing competitive analysis and 50+ customer interviews.
- **Product Development:** Delivered a Chatbot by leading a team of three interns from concept through the launch. Collaborated with cross-functional teams to define the product specification, established milestones and led the agile sprints.
- **Product Launch:** Successfully launched a pilot by identifying the target customers and defining success metrics. Iterated through design using user research and expanded the Chatbot scope to include sales and marketing.
- **Leadership:** Selected as one of the seven lead-interns from a batch of 80+ interns based on leadership skills. Achieved intern satisfaction rate of 97% by organizing various learning events including C-suite speaker series.

CISCO SYSTEMS

Bangalore, India

*Senior Software Engineer / Product Manager (05/15 – 06/17)*

6/12 – 6/17

- **Project Management:** Led a team of four senior engineers to launch Cisco's third generation router globally. Achieved zero deployment issues by adopting agile and automated testing methodology. Secured~\$43M revenue over six months.
- **Business Development:** Conducted quantitative and qualitative assessment of customers' requirements and led development of Cisco's next-generation router to gain strategic advantage in the Internet of Things (IoT) market. Targeted new market segment and on-boarded new clients including Microsoft, Facebook, Google. Contributed \$70M in revenue in first year.
- **Innovation:** Developed a prototype for an IoT enabled drone capable of 3D printing an area's topography. Idea selected from 100+ submissions for Cisco's IoT incubator for development.
- **Result Delivery:** Designed and executed network validation strategy with China Telecom, the 3<sup>rd</sup> largest telecom provider in China, for the world's largest data aggregation center. Enabled a \$350M multi-year deal for Cisco.
- **Team Development:** Designed and delivered training sessions for 50+ engineers across three departments; reduced headcount by 10% and increased test coverage by over 50%.

*Software Engineer (06/12 – 05/15)*

- **Teamwork:** Collaborated with cross-functional teams from seven countries to test and launch Cisco's CRS-X router globally. Identified 70% more bugs, on average, than the test team. Received an award for technical excellence.
- **Critical Thinking:** Identified inefficiencies in purchasing from third party suppliers across eight departments. Decreased cost by 30% annually by leveraging order scale and improved inventory utilization.
- **Data Analysis:** Analyzed historical sales of routers to Verizon. Identified specific manufacturing batch responsible for network outages. Reduced outages by 70% and saved ~\$120M saved in replacement cost.
- **Initiative:** Conceptualized and led the development of a scalable, automated inventory management platform that cut inventory lead-time time by 75% and saved ~\$1M. Enabled adoption by eight teams.

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## ADDITIONAL INFORMATION

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- Technology skills: Applied Machine Learning, Python, A/B testing, UX research, SDLC
- Sports: State-level field hockey player, Amateur bodybuilder
- Banker without Borders Volunteer: Help microfinance institutes adopt technology solutions to improve operational efficiency
- Research: Designed and developed a budget dishwasher, costing \$100, aimed at small-sized eateries
- Certification: CFA Level-1 cleared