KARAN JAIN

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EDUCATION

University of California, Irvine, The Paul Merage School of Business, Irvine, CA   **June 2027**
Master of Business Administration (STEM), Strategy, Business Analytics & Digital Transformation
- Merit-Based Scholarship Recipient; Graduate Teaching Assistant (TA), Fall 2025
- Leadership: VP - Marketing, Merage Product Club; VP - Marketing & Comm., C4C; Board Member, UCI Chess
- Achievements: 3rd place, Penn Healthcare Case Competition (PHCC) 2025; Participant, MBA Case World Cup'26

Netaji Subhas Institute of Technology, University of Delhi, Delhi, India   **May 2021**
Bachelor of Engineering, Biotechnology Engineering
- President, eCell NSIT- The Entrepreneurship Cell; Executive Vice President & Project Founder, Enactus NSIT
- Founder and President, Shatranj - The Chess Club; Captain, College Chess Team
- Case Winner: Ford Motors Company Fund COVID19 Challenge, KPMG Ethics Grant Competition (2018, 2019)

PROFESSIONAL EXPERIENCE

CRYSTA IVF LIFE PVT. LTD, India   **May 2025 - June 2025**
Summer Intern - Location Strategy
Leading IVF and fertility clinic chain in India delivering assisted reproductive treatments across multiple cities
- Developed a data-driven location prioritization framework analyzing demographics, income, and care access across 50+ Tier 2 & 3 cities, identifying 4 high-potential markets for clinic expansion
- Conducted competitive benchmarking and catchment analysis, uncovering ~30% unmet fertility demand in target regions and informing a growth plan projected to serve 2,000+ new patients annually
- Assessed regional healthcare infrastructure, referral networks, and operational readiness, enabling a 18% reduction in time-to-launch and improving Crysta's clinic expansion ROI projections

REDCLIFFE LABS, Delhi, India   **January 2023 - March 2025**
Manager, Founder's Office
Leading diagnostics provider in India offering pathology and radiology services through a nationwide lab network
- Oversaw P&L for Tier 1 and Tier 2 cities, leading strategic initiatives, drove 15% revenue growth and catalyzed Redcliffe's expansion into key emerging markets across India
- Partnered with internal teams, vendors, and consultants to assess market positioning and CX strategy, resulting in a 12% boost in NPS and launch of a vendor engagement framework
- Optimized operational costs by leveraging digital initiatives and analytical tools and enabled real time demand supply alignment through enhanced resources utilization across 25+ key markets
- Led in-depth analysis of phlebotomists' operations and lab workflows, designing and implementing cost-saving initiatives reducing unit sample costs by 8% and improved turnaround time by over 20%

EVEREST GROUP, Gurugram, India   **August 2021 - January 2023**
Analyst - Business Processes Services
Global research & advisory firm providing strategic insights on business, IT, & engineering services to Fortune 500 clients
- Advised 15+ Fortune 500 clients on vendor selection and sourcing strategy, delivering cost savings of up to 18% and accelerating digital transformation in procurement and finance & accounting
- Analyzed AI, analytics, and sustainability offerings of 40+ vendors, identifying high-performing partners and reducing RFP evaluation time by 20%
- Spearheaded 5+ CXO-level strategy workshops for leading PO service providers, providing actionable insights on Spend Analytics, Contract Lifecycle Management (CLM), and Supplier Relationship Management (SRM)
- Authored 8+ research reports using the PEAK Matrix, evaluating 40+ service providers across 300+ parameters to uncover procurement trends and optimize client performance

ADDITIONAL INFORMATION

- **Skills:** User Experience (UX), Usability Testing, Program Management, Agile, Scrum, SQL, Tableau, JIRA
- **Certifications:** AI in Healthcare Specialization (Stanford-Coursera), Adv. Excel (CFI), Fin Modeling (CFA PM)
- **Chess:** FIDE-Rated International Player (1824), 4+ State Champion, National School Championship Runner-up
- **Languages:** English (Native); Hindi (Native); Japanese (Basic)
- **Community Outreach:** Volunteer, Cleandrives (Vasundhra Trust), After school chess camps - Teach for India (TFI)