

Education

Graduation Indian Institute of Technology Bombay (IITB) – B. Tech. Chemical Engineering (2020)
High School XIIth - (AISSCE): 92%; Xth - (AISSE): 10/10

Professional Experience

Results-driven professional with 3.5+ years of experience in strategy, operations, growth and product management with a proven track record of setting up and executing end-to-end operations, developing, and launching new products, and driving sustainable growth

Analyst, Strategy Office | Atidiv (backed by Guild Capital) | Remote May’23 – Mar’24

Working closely with COO & BU Heads to solve for GTM, process efficiency & product readiness for the next phase of growth (10x)

- Owned P&L, operations & process **improvements for \$1.8M+** customer experience business; Restructured 90+ member team
- Led development, sales & marketing of AI-based CX performance dashboard, added **\$20k+ in recurring revenue** from 3 clients
- Increased **top of the funnel by 200%**, remodeling ICPs, partnerships, and outreach strategies working with CBDO in just 2 months
- Expanded into non-CX offerings ‘NPS services’ & ‘Outbound sales support’, adding **\$72k+ in ARR** from clients in IN & USA
- Drafted **Annual Operating Plan**, 2024 through cross-collaboration, modeling capacity planning, profitability with business goals

BizOps Associate (CBO’s Office), Growth US | Drip Capital | Mumbai May’22 – Apr’23

Shadowed Chief Business officer (Wharton MBA) overseeing growth, product, and process improvements for \$4M+ US-SCF business

- Built ICP for improved outbound targeting, **150+% growth** in qualified leads, Co-developed marketing charter for inbound funnel
- Led implementation of ‘floating interest rates’ in response to frequent Fed rate revisions, **28% increase** in projected earnings
- Developed live OKR dashboards, productivity & incentive trackers on **Metabase (SQL)**; Led review meetings with the CXOs
- Jointly led firm-wide integration of **HubSpot**, partnered with Twilio and Freshsales to support smoother transition and adoption
- Supported engineering team to develop in-house Marketplace for US SMEs, **Onboarded 100+ accounts** through promos & referral

Associate | PricewaterhouseCoopers (PwC) | Delhi NCR Sep’20 – Apr’22

Recipient of Spot Award & Perfect-10 score as appreciatory feedback for outstanding contributions

- Developed demand & commercial models for **PNG feasibility study** across GAs in India; Supported client on bid prep & execution
- Assessed attractiveness of **23 WSAs**; Prepared techno-commercial report for developing retail business across the **DM Expressway**
- Generated PPP-ability frameworks for financing transport infrastructure projects identified under **BIMSTEC’s masterplan 2020**
- Proposed pragmatic solutions for traffic decongestion at an Indian Port, presented a techno-economic feasibility report to **MoCI**
- Headed **PMO activities** for EMS implementation for a NOC, ensured timely roll-out of DDRs, status reports, and KPI dashboard

Leadership Experience

Manager | IIT Bombay Racing Apr’18 – Mar’19

India’s premier Formula Student team that participates at prestigious competitions around the world | Budget: INR 8M+

Background	<ul style="list-style-type: none">Spearheaded 2–tier team of 60+ students, launching 6th iteration of India’s first Formula Student electric racecarConceptualized car showcase in major autocar exhibitions throughout India, covered by leading press & magazinesGarnered financial aid of Rs.20 lakhs from college administration; Revamped schemes for publicity & marketing
Achievement	<ul style="list-style-type: none">Attracted in-kind/monetary sponsorship and imported racing parts from foreign industries like Altium and SimscaleImproved quality, UI-UX, SEO & responsiveness of IITB Racing website, leading to 300% Y-o-Y increase in hits

Extra-Curricular Activity

- Awarded First Prize in **FOSSE** hackathon in first year of college, developed python based automation package installer for freshers
- Assisted in setting up **200+ diabetes screening camp** under **social initiative** CURED – Techfest’s pan India campaign for awareness
- Amateur guitar player. Voracious reader of non-fiction, and an Ardent follower of India’s economic and political affairs