

SHIRISH DHAR

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EDUCATION

Master of Information Management, additional courses at Haas School of Business

University of California, Berkeley (GPA: 3.9/4, GRE: 331/340, TOEFL: 119/120)

May 2017

- Relevant Focus Areas: Applied Frameworks in Consulting (Haas), Project Management (Haas), Business Strategy (Haas), Managing Information Intensive Firms (Info. School), Business Analytics (Info. School), Distributed Computing and Architecture (Info. School).
- Winner of International ETS TOEFL Scholarship 2015, which chooses the top 3 students from every country.

Bachelor of Engineering in IT, Electronics and Telecommunications

University of Mumbai (GPA: 3.92/4, Rank 1 in University)

May 2015

- Relevant Focus Areas: User Research, Information Security and Privacy, Micro- and Macro- Economics, Marketing, International Business Development, Advanced Applied Mathematics, IT Strategy.

SKILLS TOOLS: Python, iPython, Java, C++, JavaScript, HTML, CSS, R, Excel, SQL, Access, Matlab, Photoshop, Illustrator, JustInMind.

DESIGN SKILL-SET: UX Research, Survey Design, Prototyping, Wireframing, Contextual Enquiry, Heuristic Evaluation, Personas.

PROFESSIONAL EXPERIENCE

BUSINESS CONSULTANT

INTEL, Silicon Valley

Nov '15 - Present

- Collaborated with a team of consultants on the business process improvement of Intel's virtual network practice in Silicon Valley.
- Advised VPs on identifying sources of incremental opportunity in the technology space using quantitative tools and market research.

VICE PRESIDENT, BUSINESS DEVELOPMENT

AIESEC INTERNATIONAL

June '12-June '14

- Spearheaded department of 48 members, forming long-term partnerships with 3 clients – MTV, Red Bull and Videocon, leading to 9% increase in yearly revenues. Guided investment decisions using financial frameworks that quantitatively measure quality of investment.
- Orchestrated the Youth2Business forum, Mumbai, an undertaking that creates alliances between corporate city firms and college graduates, enabling the youth to provide technological solutions to the firms' business issues. Scale – 54 firms, 213 graduates.

BUSINESS TECHNOLOGY ANALYST

SIEMENS LTD.

Dec '12-Feb '13, Dec '13-Feb '14

- Reduced customer call-handling time at Siemens call centers by 18% in 14 months, leading to a 7% reduction in call costs.
- Led a team of 10 analysts and interacted on a daily basis with cross functional teams and CEOs, providing methodical recommendations like storage optimization, outsourcing and need for a centralized database, while also analyzing sales patterns.

HEALTHCARE CONSULTANT

ACCENTURE

Oct '13-Dec '13

- Spearheaded a consulting project for Accenture's healthcare client, Seawoods Hospital, creating a 14% upturn in revenue by focusing on their pathology lab and refurbishing its value proposition and business model.
- Formulated project roadmaps that mapped product portfolio with market needs. Spearheaded cost-benefit analysis to locate lab's loss sources and recommended switching from a generalist lab to focusing on niche diseases tests, causing the sharp upturn in revenue.

PROJECTS AND TEAM HACKATHONS

- **National Hackathon for Paralyzed (Winner, 45 teams):** Won 1st place by creating a consumer-centric virtual interface for the paralyzed. Received funding offers from 2 Silicon Valley startups. Skills: 16 Contextual Enquiries, 8 user panels, HTML, InDesign.
- **Kabam Collider Pricing Project (Top 5 Finalist, 34 teams):** Created a comprehensive business pricing model and conducted market research for Kabam Co. to vary in-game prices based on purchasing powers of countries. Skills: Consumer Panels, R, Access, Excel.
- **Doctor-Patient Interaction Improvement Design Project (Winner, 30 teams):** 1st place at Social Innovation competition, pitched project to 50 investors including Adobe and Twitter. Skills: 14 Contextual Enquiries, 3 Personas, 5 Focus Groups, HTML, CSS, Illustrator.
- **Patagonia National Innovation Case Competition (50 teams, Dec-Present):** Providing recommendations using market research to optimize Patagonia's operational strategies using business technology. Skills: Behavioral Economics, Consumer Panels, Market Research.

EXTRA CURRICULAR

- **600 governmental hours of community service** - Across three global organizations – Social Impact, Government of India National Service Scheme, and Akanksha Foundation. Responsibilities - Organizing two nationwide cancer awareness rallies attended by 20,000 people, five youth education boot camps, and conducting weekly math classes for a class of 120 children.
- **Full-time Speaker at Model United Nations, India** – Speaker at 7 global conferences and developer of the 'Young Leaders Development Program', a 6-week training package used by 300 aspiring leaders to gain management and business skills.
- **Interests:** Sports (Berkeley Soccer and Basketball Team), Teaching (550 hours teaching experience), Travelling, Public Speaking, Writing.