Nihar Parikh

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PROFESSIONAL EXPERIENCE

KPMG, LLP   **San Francisco, CA**
Associate, Corporate Strategy   Aug 2017 – Present
- Advised tech. leaders on strategic priorities when entering new markets, acquiring assets, and restructuring operations
- Created omni-channel go-to-market roadmap for software provider transitioning to cloud, subscription solution
- Coached VAR/OEM partners of leading software provider to build necessary product IP to spur growth into new markets
- Identified front, mid & back-office challenges during networking providers' >$1B acquisition of key competitor
- Developed roadmap for 5-year, $3B OpEx restructuring with over 100 initiatives to spur realignment to core strengths
- Designed future-state long-term planning process to help CFO invest in growth drivers through data-driven decisions
- Validated market attractiveness, growth potential, and product viability of 3 SaaS acquisitions by enterprise players
- Contributed to whitepapers & proposals around SaaS trends, blockchain use cases, pricing model strategy, and M&A

CRG Professional Services   **Atlanta, GA**
Co-Founder   Mar 2015 – Jan 2016
- Co-founded and led financial analysis / pitching consultancy serving emerging Southeast startups and small businesses
- Specialized in bottoms-up forecasting, growth analytics, comparables sourcing, and pitching coaching & training
- Enabled revolutionary non-contact patient monitoring IaaS provider as an IaaS to close $5M seed round from Atlanta VCs
- Established recurring pipeline of Atlanta accelerator-graduate startups (ATDC, ATV) to grow client base

Dil Mil, Inc.   **San Francisco, CA**
Product Analyst & Data Scientist   Sep 2015 – Dec 2015
- Generated data-driven product insights for dating mobile platform aimed at South Asian American demographic
- Used SQL, R, D3.js, and other analysis/visualization tools to rapidly deliver recommendations to engineering teams
- Led product strategy to sustain growth and explore entry into the Indian market through analysis of ~1B user events

Alumnify, Inc. (500 Startups Batch 13)   **Mountain View, CA**
Growth Strategy / Product Manager   May 2015 – Aug 2015
- Led end user acquisition for alumni reengagement PaaS startup, with $1.2 million in seed funding, selected to 500 Startups
- Spurred growth to ~50,000 users in six weeks, with 15% WoW growth rate and cost per conversion of under $0.50
- Managed team of backend developers to deploy beta platform built on Node and Meteor frameworks for pilot customers
- Pitched startup to mentors, angel investors, and VCs, including senior employees at Hulu, Uber, Lyft, Tinder, to name a few

LEADERSHIP ACTIVITIES

Emory Entrepreneurship & Venture Management   **Atlanta, GA**
President & Founding Member   Sep 2013 – May 2017
- Led preeminent entrepreneurship organization organizing ~20 events per year, including HackATL, Innovation Series, etc.
- Founded and directed Emory Entrepreneurial Excellerator, a collegiate startup incubator operating annually
- Designed immersive program spanning 12 weeks, covering ideation, customer discovery, prototyping, and growth
- Over first 3 years of operation, graduated 15 startups with $150k in closed funding and 1 exit to strategic buyer
- Acquired and coordinated support from enterprises (Microsoft, Google, Kimberly Clark), VCs/angels, and professors

EDUCATION

Emory University, Goizueta Business School   **Atlanta, GA**
BBA, Concentrations: Finance, IS | *BA,* Computer Science | Goizueta Scholar (full tuition merit scholarship)   May 2017
Coursework included: Artificial Intelligence, Software Engineering, Database Systems, Data Structures & Algorithms, Forecasting & Predictive Analytics, Data Visualization, Venture Capital, Entrepreneurial PE, Marketing, Corporate Finance

ADDITIONAL INFORMATION

Honors: KPMG Encore Award | Emory Entrepreneurship Award | Alpha Chi Chapter of Alpha Kappa Psi Fraternity | Goizueta Scholar | Eagle Scout | National Merit Finalist | DECA International Finalist | Comcast Leaders & Achievers Scholarship
Skills: Proficient in Excel modeling | Proficient in full-stack development | Experience in usage of frameworks & APIs | Proficient in Java & Python | Knowledge of SQL & VBA | Proficient in Adobe Photoshop | Familiar with research databases
Interests: Emerging technologies & startups, woodworking, esports, smart home design, acclaimed television series