

Noor Nahavandi

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PROFESSIONAL EXPERIENCE

Deloitte Consulting: Strategy & Operations (S&O)
Business Strategy Consultant

Washington, DC
Aug 2015 – Present

Cost optimization strategy for customer service and credit departments of a national clothing retailer

- Identified \$26M of cognitive engagement, process improvement, and RPA savings opportunities through analyzing volumetric data, performing market research, leading client workshops, and conducting work shadowing sessions
- Designed a self-funding execution roadmap (requiring only \$1M of upfront investments) through optimizing use case implementation sequencing based on the quickest payback periods and highest Return on Investments (ROI)
- Communicated findings to executive client leaders and negotiated implementation of three pilot use cases

Technology platform modernization program for a commercial health plan

- Managed three consultants in projecting and allocating \$503M of program-wide budget through leading financial evaluation exercises and conducting bi-weekly touchpoints with senior client leadership
- Established a weekly financial reporting cadence to track \$503M of program-wide budget against spend to date
- Led two consultants in conducting a program financial analysis (\$508M of NPV) on a new project delivery method
- Developed a \$51M program cost optimization strategy that was presented to executive client leadership
- Designed a \$3M project margin improvement strategy through defining and evaluating Deloitte cost levers

Cognitive automation opportunity assessment and execution deal structuring for a commercial health plan

- Identified \$490M of annual cost saving opportunities through analyzing client data, performing industry analysis, and conducting client interviews
- Structured a \$100M shared returns partnership deal through evaluating a portfolio of 10 cognitive investments
- Developed a \$30M asset commercialization investment deal through conducting financial and market analysis
- Prepared platform modernization pitch, leading to the sale of the largest commercial consulting project at Deloitte

Grievances and appeals (G&A) backlog reduction for a commercial health plan

- Improved the G&A processing efficiency by 35% and accuracy by 20% through designing an automation tool
- Presented automation tool to client leadership and coached 16 case processing associates on how to adopt the tool

Asset separation for a tech firm undergoing a divestiture (M&A integration team)

- Allocated \$45M in assets across ParentCo and NewCo, through conducting client interviews, coordinating with vendors, and reviewing purchase orders

LEADERSHIP EXPERIENCE

Inspire, Inc.
McLean Chapter Lead / McLean Chapter Founder

Washington, DC
Mar 2017 – Aug 2018

- Directed a team of eight Deloitte consultants to establish the McLean chapter of Inspire, a national organization that provides pro-bono strategy consulting services to nonprofit organizations
- Acquired \$5,000 of annual funding through establishing a partnership with national Deloitte leadership
- Oversaw a team of four consultants in developing a retention improvement strategy for an independent school
- Oversaw a team of five consultants in creating a marketing strategy for a non-profit serving at-risk youth

Nittany Consulting Group (NCG)
President/Co-Founder

University Park, PA
Nov 2012 – May 2015

- Co-Founded NCG to mentor students interested in transitioning into the consulting industry
- Grew membership to 130+ active students within two years
- Featured in Penn State newspaper: [Meet The Club Placing Students At Top Consulting Firms](#)
- Managed team of seven executive members to raise over \$10,000 in funds from corporate partners and sponsors
- Led a team of six consultants on a profitability improvement engagement for a furniture manufacturer

CrossedClouds
Chief Financial Officer/Co-Founder

University Park, PA
Dec 2011 – Aug 2013

- Co-Founded CrossedClouds as an entrepreneurial venture to build online presence for small businesses
- Hired and led five employees to drive and manage \$10,000+ in sales across seven clients

AWARDS

- Featured in Business Insider's "[18 Incredibly Impressive Student's at Penn State](#)"
- Penn State Bunton Waller Fellow (Full Academic Scholarship)
- Ralph H. Wherry Student Service Award
- [2013 Smeal Case Competition 1st Place](#)
- 2013 KPMG Case Competition 1st Place

EDUCATION

The Pennsylvania State University
Smeal College of Business
Bachelor of Science in Finance

University Park, PA
Class of May 2015
GPA: 3.85/4.00