Priy Devvrat Singh

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EDUCATION

Xavier School of Management (XLRI) — Jamshedpur, India

Post Graduate Diploma in Business Management – CQPI: 6.95/8, **Institute Rank - 3** — Jun.2022–Mar.2024

Indian Institute of Space Science & Technology (IIST) — Trivandrum, India

Bachelor of Tech. in Aerospace Engineering – CGPA: 9.11/10, **Department Rank - 3** — Aug. 2014–Apr. 2018

EXPERTISE

- **Multi-sector expertise**: **4.5+ years** of experience in **spacetech project management**, satellite mission operations, and **B2B** IT Infrastructure **presales**. Led mission-critical projects at **ISRO** and secured multi-million-dollar deals in IT infrastructure and AI solutions at HCLTech.
- **Business Development & Stakeholder Engagement:** Secured and executed multiple **RFQs worth $50M+** in IT infrastructure, aligning technology roadmaps with customer needs.
- **Project & Program Management:** Led the end-to-end execution of India's first space docking mission (**SpaDEx**) and a satellite constellation program, coordinating across multi-disciplinary teams.
- **Satellite & Mission Operations**: Extensive experience in systems engineering for satellite missions, orbit design and operations.

EXPERIENCE

HCLTech — Noida, India

Global Engagement Manager, Pre-Sales — Jun. 2024–Present

- Secured a **40%-win rate on 4+ RFP/RFIs (averaging $60M+)** by collaborating with technical, service delivery, finance and procurement teams.
- Achieved **~30% cost savings** for clients through the engineering of an end-to-end IT infrastructure solution deploying an agile operating model for a retail industry managed services deal.
- Spearheaded **GTM strategies for Agentic AI and GenAI**, achieving a **60% conversion rate** from pitches to successful proposals, and conducted **client-facing** demos for **5+ potential clients**.

Indian Space Research Organization (ISRO) — Bengaluru, India

Project Manager, Space Docking Experiment (SpaDEx) — Sep. 2020–Jun. 2022

- Led a cross-functional team of **8+ engineers** and coordinated with **10 teams** across various ISRO centers, streamlining communications and cataloging requirements to ensure the on-time delivery of mission objectives.
- Developed and managed a **6-month mission timeline**, overseeing 1**5+ unique docking sequences, 20+ post-docking operations**, and developing **10 critical contingency scenarios** to ensure the successful completion.
- Implemented **risk mitigation strategies** that reduced potential docking failures by **>90%,** significantly improving overall mission reliability.
- Enhanced spacecraft **imaging capacity by 30%** by developing a new satellite navigation algorithm and working closely with the engineering team to integrate and verify its effectiveness.
- Reduced **telemetry data processing time by 20%**, enhancing real-time mission monitoring through **optimized ground station communication workflows.**

Scientist — Aug. 2018-Sep.2020

Project – Chandrayaan-2:

- A **20% increase in mission life** and **~50kg of propellant saved (3%)** were realized through the development of optimized orbital strategies for the resource-critical lunar mission.
- Functioned as the key liaison between **JPL and ISRO flight operations teams,** integrating efforts to develop the space segment plan, perform **15+** deep space orbit determinations, and **enhance mission accuracy by 5%.**
- Managed **30+ launch-phase control room operations and calibration tasks**, liaising with over 10 satellite systems and teams across ISRO.

Project – RISAT-2B Constellation

- Directed a **team of 12 engineers** across 3 cross functional teams responsible for satellite systems, ground operations, and flight dynamics for a **1-month launch campaign,** ensuring **zero critical errors** during launch and orbit phases.
- Managed **40+ critical events** and end-to-end mission operations for India's **first SAR imaging** satellite constellation, ensuring precise orbit insertion, payload calibration, system health monitoring, and uninterrupted operations.
- Improved **imaging accuracy by 13%** through optimized payload performance and advanced on-orbit calibrations.
- **Reduced man-hours by 35%** through the standardization of verification processes for **5000+ TM/TC** parameters across 3 satellite qualifications.
- **Conducted contingency planning and full-dress rehearsals**, preparing for mission anomalies and ensuring rapid response capabilities.

Research & Publications:

- Co-authored research paper on enhanced gyro calibration, improving RISAT-2B's imaging accuracy and operational stability.
- Developed an **ML-driven algorithm** for SAR & optical payload imaging grid generation, enhancing satellite targeting precision.

Recognition: Rated as **Outstanding Scientist across 3 years** with highest performance rating.

SCHOLASTIC ACHIEVEMENTS

- Recognized in Xavier School of Management (XLRI) **Dean's Merit List** awarded to top 10% performers among the batch ranking 3rd out of 209 students during post graduation.
- Granted **scholarship by Dept of Space, Govt of India** worth **INR 1M** for excellent academic performance during undergraduate.
- Co-authored a research paper published at **National Aerospace & Propulsion Conference**, IIT-Kharagpur.
- Achieved **All India Rank-1241** (99.93 %tile) & state rank – 89 out of 1.29M candidates in JEE mains 2014.