

Prabha Dublish

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EDUCATION

Babson College, School of Business

Babson Park, MA

Candidate for *Bachelor of Science* in Business Management

May 2018

- Cumulative GPA: 3.81/4.0, Areas of Interest: Business Analytics
- Awarded Weissman Scholarship (full tuition) which is given to only four students a year based on community service and leadership experience with additional seed money for projects.

WORK EXPERIENCE

Womentum

Babson Park, MA

Co-Founder and President

12/2015-Present

- Creating an online platform that crowd sources donations to be given to women through an impactful pay it forward model that encourages women to give a portion of their profits to another women entrepreneur in their community.
- Focusing on facilitating strong partnerships and managing team of five people around the world.
- Funded 35 women entrepreneurs in five different countries, raised over \$15,000 in capital, formed partnerships with six corporate sponsors and six social ventures as well as being featuring by renowned media sites like NBC Universal, Huffington Post, and BostInno.
- Honors: Pillar VC Student Fellow, Finalist in the Babson BETA Competition, Fan Favorite at Mass Innovation Nights.

Microsoft

Seattle, WA

Product Marketing Manager Intern

5/2017-8/2017

- Worked on the Xbox Games Business Planning team to improve a legacy pricing process for first party titles specifically relating to initial price setting, price promotions, and permanent price drops by 25% through developing analytical tools and new processes that helped centralize information.
- Incorporated feedback and received approval from 30 different stakeholders in the process.
- Cataloged and analyzed E3 press briefings from previous years to determine the impactful one liner that was used to brand the Xbox 2017 press briefing.
- Actively sought out two additional projects: Developing a marketing plan to drive usage of two Windows APIs and the development of an internal newsletter to showcase progress amongst Xbox's high potential target markets.

Liberty Mutual

Boston, MA

Business Analyst Intern

6/2016-5/2017

- Chosen as 1 of 10 interns nationwide for the inaugural Summer Business Analyst Intern Program.
- Design and development of six dashboards in Excel PowerPivot for legal metrics, which are now being used for recurring monthly and quarterly reports.
- Presentation of reports to clients and utilizing feedback to ensure that the dashboards satisfy their business needs, sometimes under a compressed timeline with ad-hoc requests.
- Reduced report creation time by 50% through Hyperion query optimization and automating manual steps.

LEADERSHIP

Babson Consulting Association

Babson Park, MA

Student Advisor

5/2015-Present

Previous: Executive Vice President & President

- Working to implement Alumni Mentoring Program, Case Interview Partner Pairing Program, and Professional Power Hours to better prepare students to enter the consulting field.
- Increasing applications to Small Business Consulting Program by 75% through extensive marketing techniques and partnerships with the career center, alumni, and companies.

ADDITIONAL PROJECTS

Life in 360 (<https://tinyurl.com/lifein360>)

6/2015-Present

- Interviewed 22 women entrepreneurs from both urban and rural settings in India, Singapore, Hong Kong, and London to create a blog series that was published on Medium and featured on The Story Exchange.

Consulting for Alnylam

9/2016-12/2016

- Worked to develop a three-year strategic roadmap focused on supply chain management, information technology, sales, and marketing to ensure a smooth transition once FDA approval was received for their new drug.

SKILLS

Software: Minitab, R, Tableau, XLMiner, SQL, PivotTables, Advanced Excel, Google AdWords, Google Suite