

Rudra Narsiman

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WORK EXPERIENCE

Strategy Analyst (Executive) **EY-Parthenon (Bangalore, India)**

February 2021 to Present

- Supported on a commercial due diligence for a large Private Equity firm, in Singapore, on the potential acquisition of a major EdTech provider in India
 - Conducted benchmarking of over 40 providers globally to determine the market and competitive landscape in the lifelong learning industry
 - Remodeled financial and valuation frameworks for 10 key stakeholders in the industry to model business growth and explore value creation levers
 - Fielded research around industry and key stakeholder unit economics to reduce overall acquisition costs by ~15% - for both B2C and B2B segments of the target provider
- Executed a project for a public institution to set up an academy for vocational training in KSA
 - Evaluated over 100 local and global technical training providers during a market and supply assessment study for the next 10 years
 - Synthesized a model to estimate demand and learner growth in KSA for ~5k internal employees and ~250k citizens
- Led work-streams on a Product Market-Fit exercise for one of the largest global EdTech providers
 - Actioned a Go-To-Market Strategy factoring in competition, key strengths & synergies, and market unit economics to assess viability of entry into the Indian market
 - Consolidated marketing and sales initiatives to drive down operational costs by 30-40%
- Other projects: Advised on a Market Entry strategy and investment opportunities for a large Indian technology company, and Co-led feasibility work-streams for 2 international school chains in Riyadh
- Other work: Spearheaded ~10 key proposals, value creation decks, and investment reports for several Private Equity firms, private technology companies, education providers, and public institutions

Growth and Strategy Intern

June 2020 to August 2020

Swell - Anecure Inc. (San Francisco, USA)

- Led the 'Science and Tech' vertical, charting a roadmap using the Ansoff Matrix to acquire 20 influential scholars and intellectuals
- Built strategy frameworks resulting in a 300% user base expansion in 2 months

Investment Analyst Intern

June 2019 to August 2019

South Park Commons Fund (San Francisco, USA)

- Analyzed and assessed over 50 startups; discovered and evaluated 20+ companies, led 20 company pitches and authored 10+ funding proposals (~\$5M in eventual invested capital)
- Organized a team of 6 to reach over 1000 potential members; established a podcast dealing with VC/Tech in Silicon Valley

PROFESSIONAL SUMMARY

I graduated from the University of Michigan – Ann Arbor, with a 3.4/4.0 GPA, majoring in Economics with a minor in Computer Science. Currently I work as a Strategy Analyst at EY-Parthenon, focusing on the education and education technology space. I execute engagements for leading clients in Private Equity, EdTech providers, and large global tech companies in the US, APAC, MENA, and India.

EDUCATION

University of Michigan

Ann Arbor

Bachelor of Science in Economics

December 2020

GPA: 3.4/4.0

The Indian Public School

International Baccalaureate - Diploma Programme

January 2017

GPA: 3.8/4.0

SKILLS & PROFICIENCIES

- Market entry strategy, Go-to-market strategy, Feasibility studies, Benchmarking, Financial analysis, M&A Due Diligence, Pre-sales
- Proficient in C++, Python, HTML (5)/CSS, Javascript/NodeJS
- Fluent in English, French, and Tamil

VOLUNTEER WORK

- Taught a class of 10 middle and high school ESL students English Literature to prepare for college and beyond, improved literacy for a class of immigrant children
- Conducted and managed science & math classes for 20 orphaned middle/high-school students supporting their future employment