

PRASHANT NAGPAL

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Nationality: Indian | Location: Berlin, Germany

PROFESSIONAL EXPERIENCE

GetYourGuide | Berlin, Germany

04. 2021 – Till Date

Head of Tech FP&A | Finance Partner for Tech: translating strategy into operations 01. 2025 – Till Date

- Finance partner for CTO & CPO; supporting teams in investment trade-offs to drive sustainable growth
- Translating company-wide strategy into operational KPIs and measurable financial impact
- Improving understanding of marketplace dynamics through insights connecting supply, demand & product

Head of Central FP&A | Led the forecast cycle, guiding leadership & Board to sustainable growth 08. 2022 – 12. 2024

- Coordinated three budget cycles and 10+ annual forecasts, consolidating financial views across business areas
- Prepared management reports on actuals & forecast for leadership, Board meetings and shareholder calls
- Established and managed robust Platform Costs, Net Income, Balance Sheet and Cash forecasts, supported by a team of two
- Finance Partner for the G&A organisation, working closely with the CFO & CHRO to drive operational excellence
- Established a beat-and-raise mechanism for issuing external guidance in line with listed peers
- Managed roadmap and multiple implementations in CPM system (OneStream)

FP&A Manager | Driving strategic initiatives; Finance partner for Customer Services & Payments 04. 2021 – 08. 2022

- Defined the central measurement & KPI Framework, linking operational metrics to company strategy
- Established & hosted the weekly business review (WBR) to review operational performance with C-Suite
- Developed a Marketing Investment Framework to prioritize Performance Marketing Spends
- Implemented driver-based forecast models to improve the accuracy of CS & Fraud forecasts

Boston Consulting Group | Consultant | Bengaluru, India

07. 2019 – 03. 2021

Management consultant delivering value through corporate strategy, people transformation and new business build. Advised clients across Technology, Infrastructure & Consumer Goods. Key projects:

- **Go to Market strategy** for a \$20B spin-off entity of a global IT Services major
 - Defined the sales coverage model to deliver 20%+ growth through existing services & new markets
 - Developed the affordability model to size the global Sales, Pre-Sales & Solutioning team
- **Rapid people transformation** at a \$0.5B global Engineering Services player
 - Designed a market-focused organization structure benchmarked against leading global players
 - Developed the size, seniority & budget guardrail for all proposed roles; identified \$9M cost savings
 - Managed the end-to-end staffing process: allocating 10,000+ resources to new roles within 4 weeks
- **Business build strategy** for foods business of \$1.2B FMCG player
 - Analysed market landscape for 23 foods categories to identify 4 products with high growth & right to win
 - Developed the "How to win" approach to create a \$100M+ health food drinks business in 4 years
- **\$1B+ value unlock for upcoming Metro rail project**
 - Devised a framework to identify, develop and monetize real estate & retail assets at key locations
 - Designed & conducted 2-phase primary research to identify key pain points & enablers to maximize ridership

Auctus Advisors | Consultant | Manila, Philippines

10. 2017 – 06. 2019

Management Consultant advising a Filipino Infrastructure, EPC & Real Estate firm on strategic planning & business development

- **Strategic Plan and Annual Operating Plan**
 - Drove the 5-year strategic plan & 1-year budget & balanced scorecard development for 6 SBUs
 - Developed bottom-up growth forecast across 4 BUs, with a governance mechanism to ensure accountability
- **Business Development Focus Group** – Head of 3-member team evaluating opportunities in Infra and Real Estate
 - Developed Go/ No-Go assessments for opportunities in mass transit, toll roads, agriculture, quarrying, etc.
 - Drafted Public-Private Partnership proposals for a \$3B airport project, a \$100M BRT and 20+ real estate projects
- **Program management to launch of the Philippines' first inter-modal land terminal**
 - Coordinated 4 public-private stakeholders to ensure on-time launch and ramp-up as per plan
 - Defined critical business processes: governance structure, risk register, cash management, operating manual

Tata CliQ | Category Marketing Manager – Fashion | Mumbai, India

June 2016 – Oct 2017

Manager for Fashion Marketing and planning at an e-commerce start-up, promoted by India's largest business group

- **Growth manager for Fashion vertical, delivering 66% of unit sales for the company**
 - Responsible for GMV, Return on Ad Spend (ROAS) and all marketing communication for Fashion on Tata CLiQ
 - Managed the performance marketing budget, channel-wise spends allocation and campaign performance
 - Responsible for site merchandising, brand tie-ups and new launches for all fashion subcategories
 - Oversaw a 7x growth in monthly GMV & NMV and 5x growth in ROAS for Fashion in 8 months

Tata Administrative Services (TAS) | Probationer | India

June 2015 – June 2016

Member of Tata group's corporate leadership program, spending 12 months across 4 diverse businesses, delivering on key short-term agenda for the businesses. Joined Tata CLiQ full-time as part of this role in 2nd year

- **Tata Motors, Defence** – Developed the business case for the Futuristic Infantry Combat Vehicle (FICV), a \$ 10Bn Defence project
- **Tata Trusts, Data-Driven Governance** – Drafted the vision document and implementation plan for Maharashtra's Model Data System, based on a pilot Digital Microplan
- **Tata CLiQ, Digital Marketing** – Developed strategic alliances and initiated co-marketing discussions with 15 firms
- **Tata Industries, Strategy** – Developed the approach for Tata Group's entry into Robotics & Automation

Sabre Airline Solutions | Business Systems Analyst | Bengaluru, India

June 2011 – June 2013

Worked with 9 international airlines as Subject Matter Expert for a catering & onboard planning ERP

- Conducted onsite implementation and training at Etihad Airways, reducing implementation time by 25%
- Generated incremental revenue of \$10,000 with process improvements for Air Canada
- Single-handedly conducted interactive pilot with British Airways' business team at the London HQ
- Devised project plan and interface for first-of-its-kind software integration at Etihad Airways
- Coordinated second-level support for Saudi Arabian Airlines and British Airways on weekly client calls

EDUCATION

Indian Institute of Management Lucknow

CGPA 9.09/10

Post-Graduate Diploma in Management¹ – Marketing & Strategy Major

June 2013 – March 2015

- **Bronze Medallist** – Awarded PGP Chairman's Medal for standing 3rd in of a batch of 475 students
- Received Sir Ratan Tata Trust Scholarship worth INR 100,000 for academic excellence

Birla Institute of Technology & Science, Pilani | Goa Campus

CGPA 8.69/10

B.E. (Hons.) – Mechanical Engineering

June 2007 – June 2011

Apeejay School, Faridabad

CBSE AISSCE (2007) – Gold Medallist and PCM topper in batch of over 200 students

91.6%

CBSE AISSE (2005) – Gold Medals, National Cyber Olympiad (4th & 5th) | Apeejay Merit Scholarship

85.6%

SKILLS

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|-----------------------|--------------------|
| Financial Modelling | Budgeting |
| Feasibility Studies | Strategic Planning |
| Corporate Strategy | Project Management |
| People Transformation | Digital Marketing |

SOFTWARE

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|--------------------------|---------|
| MS Office (incl. VBA) | SQL |
| OneStream (CPM Software) | Alteryx |
| Adobe Analytics | Tableau |
| Looker | C/ C++ |

LANGUAGES

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|---------|-----------|--------|-----------|
| English | ● ● ● ● ● | German | ● ● ● ○ ○ |
| Hindi | ● ● ● ● ● | French | ● ● ○ ○ ○ |

¹ Equivalent to MBA