
SUMMARY

- MBA candidate ('24) with an engineering background and over 7 years of global business experience in a variety of technology sectors.
- Business skills: Strategic Marketing, data visualization, strategic pricing, product management, inventory management, new product launch, brand management, market segmentation, product requirements, allocations, project management, cross-functional leadership, and customer service.

EDUCATION

Master of Business Administration (STEM track – Business Analytics), May 2024
Weatherhead School of Management, Case Western Reserve University, Cleveland, OH

- Merit-Based Scholarship Recipient.
- President: Weatherhead Design Club (Case Western Reserve University).

Bachelor of Engineering (Mechanical), November 2016
Savitribai Phule Pune University, Pune, India

PROFESSIONAL EXPERIENCE

Cleveland Clinic Innovations, Cleveland, OH 09/2023 – Present
Advancing Global Healthcare Frontiers

Business Development and Strategy Intern

- Conduct market research on medical devices and digital health products to develop a commercialization strategy; identified licensing opportunities.
- Build financial models analyzing ROI; projected over \$50M revenue from existing spin-off companies, joint ventures, and licensing deals.
- Assist in pipeline reviews with the strategy team to prioritize assets; gain insights into product differentiation and identify potential partners.
- Collaborate with product development teams to deeply understand technologies; create marketing materials to effectively monetize innovations.

Parker Hannifin, Corporate HQ Cleveland, OH 06/2023 – 08/2023
Global leader in motion and control technologies

Data Analytics Intern

- Identified high-risk transactions delivering \$2.9M savings by analyzing company cards and AP report; enabled internal audit to address fraud/misuse.
- Maintained audit documentation and ensured SOX compliance utilizing Pentana software, collaborated cross-functionally for progress tracking.
- Developed global compliance and audit dashboards using PowerBI managing diverse datasets; drove pattern identification and risk management.

CCB Lifesciences, Haldwani, India 05/2021 – 07/2022
Pharmaceutical wholesale and distribution firm based in North India.

Business Manager

- Organized a portfolio of pharma products and performed market research leading to two successful over-the-counter product launches.
- Managed product forecasts using historical data to optimize inventory management leading to 20% improved product availability & brand reliability.
- Implemented new payment channels for the company to improve the receivable collection strategy resulting in 12% advanced cash flow.
- Supervised a team of medical representatives and streamlined revenue generation, receivable collection, and business development processes.

Ebaco India Pvt. Ltd, Bengaluru, India 02/2018 – 03/2021
A German MNC specialized in sports infrastructure development.

Business Development Manager

- Led a team of associates and engineers to manage a \$1.2M annual P&L; executed over 300 infrastructure [projects](#) for mixed-bag B2B/B2C clients.
- Coordinated with cross-functional teams and analyzed executed projects using Salesforce leading to a 7% decrease in project completion timeline.
- Performed market research, risk analysis, and vendor management for launching new [product lines](#); lifted revenue by 12% and customer satisfaction.
- Communicated brand through targeted campaigns and product education; enhanced customer engagement and 25% increased market penetration.
- Spearheaded "Rescourt.com" launch, fueling an 11% revenue boost via cross-functional collaboration with product development and finance team.

Byjus, Bengaluru, India 06/2016 – 09/2017
World's biggest ed-tech firm.

Business Development Associate

- Leadership: Expanded B2C/B2B markets in East India; lifted revenue by 81% and enhanced lead generation through ATL/ BTL campaigns.
- Collaborated with UX/UI and operations teams; provided UX feedback from users and competitors boosting engagement and product definition.
- Assisted EdTech product launch plan by segmentation, positioning, and devising marketing strategies; expanded K-12 market share by 50%.
- Managed product lifecycle with performance monitoring, consumer insights, and competitive analysis; ensured brand reputation and profitability.

RELEVANT SKILLS

- Technical Skills: [Six Sigma \(Green Belt\)](#), Alteryx, PowerBI, Minitab, Tableau, RStudio, Python (basic), Salesforce, Sophia, SPSS, Google Analytics, MS office, Leadsquared, and Orderhive.
- Language Skills: Hindi (native), English (fluent), Marathi (fluent).