

Nirav Mahajan

Male, 29 years

PROFESSIONAL EXPERIENCE

Boston Consulting Group

Senior Associate

Apr 2015 – Present

Client engagements

- **Currently** part of team mandated by CEO of a national print media house to deliver 10% cost reduction [Team size: 12]
 - Independently handling largest cost base spanning newsprint, ink and indirect spends to identify opportunities for savings
 - Establishing operational framework and structure to enable client led alliance of industry peers for collective sourcing
 - Recommending improvements in current sourcing processes and practices to track and manage spend efficiency
 - Driving leadership and CEO discussions on identified opportunities for sign-off and implementation
- Developed market entry to SE Asia for a leading Indian conglomerate producing bulk chemicals [Team size: 5]
 - Established feasibility of exports by evaluating client's cost competitiveness and pricing attractiveness of each SEA country
 - Studied threat from China's aggressive exports and pricing in-depth to help client target markets with long-term sustainability
 - Created Go-to-market plan to achieve 100% export target in 1 year by identifying and prioritizing key demand clusters
 - Created execution blueprint of plant-port logistics that minimized landed rate for exports by 10% compared to forecast
 - Study enabled group CEO to decide on exports go-ahead and devise strategy for capacity augmentation
- Created operational transformation plan for a large chemicals producer to save 10-12% on utilities and logistics costs [Team size: 5]
 - On-ground study of the largest plant in India to analyze captive power generation and consumption operations
 - Identified opportunity on coal sourcing, captive power generation and power source mix optimization to save 8-10% costs
 - Deep-dived on logistics operations and network to identify opportunities to optimize costs worth 12-15% costs
- Supported post-merger integration and transformation of a global IT major with the acquired Indian IT firm [Team size: 18]
 - Identified profitability improvement of 150 basis points from integration synergies for the financial services BU
 - Helped global CEO determine op model of the joint entity for Go-to-market, delivery and account management
 - Helped global CEO's decision making on n-1 leadership by developing logic for cutting BUs of different structure and size
- Ratified business strategy and created information memorandum for an Indian conglomerate's \$ 400 mn chem. biz. [Team size: 3]
 - Rapid turnaround from design to final roadshow presentation in 4 weeks, managing diverse portfolio of 8 BUs
- Developed market play in the digital portfolio for healthcare vertical of an Indian IT major [Team size: 4]
 - Enabled the vertical head to prioritize bets on disruptive solutions in digital healthcare space

Others

- Mentored two summer interns by acting as pseudo-manager, and ensuring quality output to engagement manager and to clients
- Mentored 10 MBA students by helping them decide on consulting as career option and perform well in recruitment process

Opera Solutions Consulting Pvt. Ltd.

Solutions Associate

Jun 2013 – Apr 2015

(Leading US based Big Data Analytics and Consulting services firm)

Engagements (Consulting Practice – Procurement/Supply Chain and Operations)

- **Managed operations and process optimization** for global travel services arm of an Indian IT major [Team size: 12]
 - Led team of associates and analysts to identify, validate and execute optimization opportunities; Annual spend base north of \$100 Mn
 - Built recommendations to improve sourcing strategy, operations service levels and compliance to policies and processes
 - Story boarded recommendations and presented it to client steering committee for validation and implementation sign-off
 - Worked jointly with client leadership, operations team, airline and hotel partners to operationalize recommendations
- Worked closely with Opera global leadership to create operational roadmap for SCM consulting practice [Team size: 2]
- Part of a POC project for identifying savings opportunity in indirect procurement for a global Pharma major [Team size: 3]
 - Identified optimization opportunities in excess of \$ 20 Mn on a spend base of ~\$ 4 Bn

Achievements

- Played role of engagement manager and got recognition as the internal SME on org process improvement
- Earmarked for early promotion to Senior Associate and recognition as internal SME on organization process improvement
- Rated in the top slot and earmarked for early promotion to Senior Associate for outstanding performance

Deloitte US India Consulting, Hyderabad

Business Technology Analyst (BTA)

Jun 2009 – Jun 2011

Engagements (Techno-functional consulting for SAP practice of Deloitte US India)

- Led a 3 member team to develop customer OTC cycle for a \$100 million project with US retail distribution giant [Team size: 120]
- Developed supply chain business automation and integration process for a Japanese automobile giant [Team size: 17]
- Developed framework to integrate financial operations for a leading underwriter in a \$10 million project [Team size: 5]
- Developed an error prediction tool for automating version upgrade projects which allowed Deloitte to win \$10 million project

INTERNSHIP AND LIVE PROJECTS				
Reckitt-Benckiser, India		Brand marketing internship		Apr 2012 - Jun 2012
<ul style="list-style-type: none">• Sole ownership to design and implement Harpic BTL campaign for customer activation targeting small town consumer<ul style="list-style-type: none">– Integrate different media platforms and interface with media agencies to purchase media spots• Successfully launched Harpic BTL campaign across 31 small Maharashtra towns; Negotiated 67% discount on media spot rates				
Qua nutrition & diet consultation clinic		Forum for Industry Interaction, IIM-A		Aug 2012 – Dec 2012
<ul style="list-style-type: none">• Developed expansion and market entry strategy with focus on geographies, products, services and operations<ul style="list-style-type: none">– Highly appreciated for insightful research and recommendations leading to actual ground implementation				
Mumbai Suburban Railways		Prof. G Raghuram, IIM-A		Jun 2012 – Aug 2012
<ul style="list-style-type: none">• Conducted feasibility study for use of airspace above railway platforms and unlock prime real-estate worth Rs.280 billion				
ACADEMIC PROJECTS DURING MBA				
Economic feasibility of Sabarmati Riverfront		Infrastructure Development & Financing		Jun 2012 – Aug 2012
<ul style="list-style-type: none">• Conducted a study of the economic benefits vs social costs of displacement generated from Sabarmati Riverfront project				
Consumer strategy of the TAJ group of hotels		Consumer Based Business Strategy		Sep 2012 – Dec 2012
<ul style="list-style-type: none">• Developed business strategy for various customer TG of Taj group by identifying emerging consumer needs across value chain				
ACADEMIC & CO-CURRICULAR ACHIEVEMENTS				
Institute	Year	Degree	Score	Achievements
IIM Ahmedabad	2013	PGDM	3.145/4.33	Among top 16 in 8 courses
Institute of Technology, Nirma University	2009	B.Tech (Electronics & Comm.)	8.66/10	Department rank 12/144
Baroda High School, Alkapuri, Vadodara	2005	Class XII	86.00%	School rank 3/120
St. Arnold's High School, Godhra	2003	Class X	90.71%	District rank 3/22,597
MBA Curriculum				
<ul style="list-style-type: none">• Ranked among top 16 of 376 students in 8 foundation courses in the first year of PGP at IIMA<ul style="list-style-type: none">– Written Analysis & Communication: 3/376– Information Systems for Business: 4/376– Business Research Methods: 5/376– Strategic Management: 10/376– PCCBS (HR): 8/376				2012
Business Competitions				
<ul style="list-style-type: none">• Internationally 3rd, InnovateChina Competition in Shanghai; Against teams from top B-schools of 7 countries• National Runner up, KPMG International Case Competition National round; Against 1,500 teams across India• 2nd Runner up, ITC Interrobang; Brand Case study competition in a 3 member team at IIMA• Winner, P&G Consumer Market Knowledge Challenge held at IIMA in 5-member team				2012 2012 2012 2011
Olympiads and Scholarships				
<ul style="list-style-type: none">• All India Rank 111, National Science Olympiad; Top 0.061% of 180,000 students• All India Rank 10, National Cyber Olympiad; 100% score in Application of Calculus• State rank 1 and Gold Medalist, International Assessment of Indian Schools; among 59,000 students• District Rank 3, Class X board examination; Recipient of Dhirubhai Ambani SSC merit award• Awarded National level scholarship by All India Talent Search Examination scholarship				2005 2004 2005 2004 2000
SELECT AREAS OF MBA STUDY				
<ul style="list-style-type: none">• Infrastructure Development & Financing• Consumer based Business Strategy• Foundations of Strategic Consulting• Digital Mktg. & e-commerce strategy• E-Marketing• Media investment & management• Strategic management of IP rights• Management of insurance business• Game theory and applications				
POSITIONS OF RESPONSIBILITY				
Member, Students' Affairs Council (SAC), IIM Ahmedabad; Highest student body of elected representatives				2012-2013
<ul style="list-style-type: none">• Elected by the entire batch of 436 students to the apex student body at IIM Ahmedabad• Headed IT Committee handling student initiatives around campus IT infrastructure including laptop deals (Rs. 4 mn) and licenses				
Nirma University, Ahmedabad, India				
<ul style="list-style-type: none">• Headed placement team for 2 consecutive years; Electronics & Comm. department, Nirma University• Headed Sponsorships and PR for the student club of EC department and IEEE student branch, Nirma University				2008-2009 2009
HOBBIES & INTERESTS				
<ul style="list-style-type: none">• Music – Playing instruments (Keyboard and flute) and listening to classic rock, and ambient, fusion and contemporary world music• Read philosophy, spirituality, historical and surreal fiction – Interested in the works of Murakami, Fritjof Capra, Osho and others				
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