Shubham Gawande

Management Consultant with 2+ years of work experience in designing, building and managing technology driven products

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WORK EXPERIENCE

Wipro Limited, Bangalore — *Strategy Consultant*

JULY 2021 - PRESENT

- Product design, consulting and selling for Wipro's flagship platform for Cloud Migration and Transformation requirements.
- Lead & manage joint GTM, account planning and lead generation for solutions with cloud and analytics partners for America region
- Proposal building, sales pitch customisation, sales enablement and marketing content creation for Wipro accelerators.
- Solution demonstrations, project management and co-innovation while working directly with C-Suite execs for specific areas of techno-functional requirements.

KPIT Technologies Limited, Mumbai — *Software Engineer*

JANUARY 2017 - JANUARY 2019

- Worked as a UI Designer and Front-end Developer for the company's client – Crisil Limited to build multiple web-based applications based on financial data research and analysis.
- Spearheaded team to revamp client's application – Quantix: A powerful web-based financial application aimed at providing deep insights for better decision making.
- Other responsibilities included scheduling meetings, customer interactions for quick redressal and iterative demonstrations to the client for successful deliverables.

MANAGEMENT - SUMMER INTERNSHIP

Marsh India, Mumbai — *Intern*

MAY 2020 - JULY 2020

- Created a presentation tool aimed at assisting in cross-sell of 38 insurance products across 8 insurance practices for clients from CMT and Pharmaceutical Industry based in the Telangana region.

PROJECTS + OTHER INTERNSHIPS

TEDxSIMSREE — *Website Design + Website Development*

- Spearheaded design and development of website (www.tedxsimsree.com) an independent TED like event at SIMSREE, Mumbai.

ClickMyTech Solutions — *Business Development*

- Successfully converted 3 major clients for the company and provided them end-to-end design solutions.

EDUCATION

P.G.D.B.M. Marketing - 66.93%
SIMSREE, Mumbai (2019-21)

B.E. Computer Science - 69.60%
KKWIEER, Nashik (2012-16)

H.S.C. - 72.67%
Deogiri College, Aurangabad (2012)

S.S.C. - 91.20%
YSK Int School, Aurangabad (2010)

EXTRACURRICULAR ACHIEVEMENTS

Coordinator, Placement Committee
Responsible for coordinating internal functioning of the committee and external stakeholders at SIMSREE, Mumbai (2019-21)

President, Indian Society for Technical Education
Elected to lead a team to organize multiple flagship events at KKWIEER, Nashik (2014-16)

Squash Player, Zonal Level
Elected to lead a team to organize multiple flagship events at KKWIEER, Nashik (2014-16)

SKILLS

Method
Agile, SCRUM

Disciplines
User Research, UI/UX Design, Data Analytics, Front-end development, GTM Strategy, A/B Testing and Experimentation

Tools and Languages
HTML, CSS, Bootstrap, Adobe Photoshop, Adobe Illustrator, Figma, Tableau, Power BI, Python, Microsoft Office Suite, Github