

# Paul Mathew

Management Consultant at KPMG

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## Summary

IIM Bangalore alum with 14+ Years of rich experience in creating opportunities to fill in the missing link between Business Intent, Technology Demand-Supply, Financial Objectives and Strategic Initiatives and Innovations.

### Functional Experience:

Focusing on actionable insights to exponentially grow business, exceed intent and meet financial objectives using newer, disruptive, value for money and cutting edge technologies, focusing and having done considerable assignments on Analytics across sectors like: Telecom, Financial Services, Pharma & Life Sciences, Consumer Markets, Shared Services, Ports, Energy, Enterprise Businesses.

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## Experience

### **Management Consultant at KPMG**

February 2012 - Present (5 years 2 months)

Areas of Management Consulting:

Analytics & Next Gen BI Advisory in various Industries:

- Telecom
- E-commerce & Social Analytics
- Insurance & Banking
- Manufacturing
- Entertainment & Media

Telecom Management Advisory:

- Product Marketing
- Brand Marketing
- Distribution, Channel & Retail Management
- Analytics & BI Advisory
- IT Advisory

### **Product Marketing Head - Acquisitions & Usage and Retention at Aircel**

March 2011 - February 2012 (1 year)

**Business Analyst to Chief Executive Officer at Bharti Airtel Limited**

February 2010 - March 2011 (1 year 2 months)

**Product Manager - Value Added Services & Head – Public Relations at Bharti Airtel Limited**

October 2009 - November 2010 (1 year 2 months)

**Buisness Analysto to COO - Kerala at Bharti Airtel Ltd**

February 2008 - November 2010 (2 years 10 months)

Business Analysis, Overall Health of the business unit, financial analysis, productivity performances, distribution, ensuring the possibilities of Over Sight etc.

**Product Marketing & Sales Operation at Bharti Airtel Limited**

March 2006 - February 2008 (2 years)

Retail and Corporate Operations - Bangalore & South Karnataka - Wireless Devices & Data Services. Delivered the largest project worldwide in Blackberry Project implementation and deployment for the Bangalore Traffic Police. Have been selected to replicate the same expertise nationwide.

**Sales Manager - Small & Medium Industries, Bangalore at Bharti Airtel Limited**

February 2005 - March 2006 (1 year 2 months)

Handling SME accounts, Channel Partners, Team Leaders, and ensuring Market Share, segmented products and revenue driven VAS upselling. Perfomed to recieve various awards from the company and growth of the team.

**Large Accounts Manager at Idea Cellular**

June 2004 - February 2005 (9 months)

Handling Govt Accounts in State Capital & Private accounts in newly set-up IT park - Technopark, overall Large Account Management in South Kerala. Started up the 1st channel management model for large accounts in kerala with the help of previous experience in channel & distribution

**Distribution & Channel Management - Prepaid Sales at Idea Cellular Ltd**

June 2002 - May 2004 (2 years)

Handling Sales & Distribution in North & Central Kerala after being internally selected for a successful stint in Customer Care for 8 months.

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**Skills & Expertise****Retail****Segments****Strategic Planning****Product Marketing****Forecasting****Budget**

**Telecommunications**  
**Product Management**  
**Team Management**  
**Key Account Management**  
**Business Development**  
**Competitive Analysis**  
**Sales Operations**  
**Vendor Management**  
**VAS**  
**Channel**  
**Business Strategy**  
**Business Continuity Planning**  
**Management**  
**Channel Partners**  
**Wireless**  
**Management Consulting**  
**Business Analysis**  
**Enterprise Software**  
**Analytics**  
**Marketing Analytics**  
**Product Development**  
**Team Leadership**  
**Budgets**  
**Consulting**  
**Go-to-market Strategy**  
**E-commerce**  
**Strategy**  
**Business Intelligence**  
**Account Management**  
**Pharmaceutical Industry**  
**Retail Banking**  
**Big Data Analytics**  
**Video Analytics**  
**real time analytics**  
**advanced analytics**

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## Education

**Indian Institute of Management, Bangalore**

2007 - 2008

**Mahatma Gandhi University**

BSc, Physics, 1999 - 2002

Activities and Societies: Part of the National Cadet Corps for 3 years Awarded by the Prime Minister of India as the National best cadet in India during Republic Day Celebrations - 2000 Been selected to represent India as Little Ambassador for the International Cadet Exchange Programme at Singapore- 2000 Awarded

Marksmanship Proficiency in Singapore and India in M-16 & various other Indian Rifles Achieved Governors & Chief Ministers Award for Leadership and Best Cadet Competitions in the State

**Ideal indian School**

1985 - 1996

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## 3 person has recommended Paul

"I have worked with Paul during 2 stints, one when he was working the SME sales team in Bangalore and again when he was the Business Analyst to the CEO in Chennai. One word that comes to mind about Paul is - " Conceptualising" Excellent in his ability to analyse and gather business opportunities, he was always somebody who could work on conceptualising solutions .With his good knowledge of Telecom and ability to gel with field level teams, he endeared himself not just to his Seniors but also to his colleagues.I wish him the very best professionally and personally !!"

— **Ravi Mukundan**, managed Paul indirectly at Bharti Airtel Limited

"By virtue of his unique experience in the Global Telecom sector, that is working in various geographies, in various roles ranging from Product Marketing to the CEO's trusted advisor within the Operator and now as a Management Consultant to Global Telecom Operators - i would call him Telecom personified. His practical approach and radical thinking combined with his years of varied experience sets him apart as a sound strategic analyst and advisor to critical challenges one may face. Paul is a classmate from IIM Bangalore and a good friend, I wish him success and growth in all his endeavors."

— **Farhat Husain**, studied with Paul at Indian Institute of Management, Bangalore

"Paul is a good friend whom I have known for many years. He has always been a go-getter and strives to do his best on the professional front to achieve success for himself and his organizations. He has a great spirit of camaraderie and is liked by all his peers and colleagues."

— **Venu Nambiar**, studied with Paul at Indian Institute of Management, Bangalore

[Contact Paul on LinkedIn](#)