

## SWATI SRIVASTAVA

West Lafayette, Indiana | 765-775-8602 | srivas98.purdue@gmail.com  
Product Management | Business Analytics | Data-driven | Customer Success | Agile | Digital Innovation

### SOFTWARE SKILLS/TOOLS

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Python, SQL, Google Cloud Platform (Big Query, Data Studio), Tableau, Salesforce, Peoplesoft, JIRA, C, C++, HTML

### EDUCATION

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**Purdue University, Krannert School of Management**  
**Master of Science in Business Analytics and Information Management**  
Merit-based scholarship

**West Lafayette, IN**  
**August 2021 -June 2022**

**Indian Institute of Technology (IIT), Kharagpur**  
**Master of Business Administration**  
Coordinator, Alumni Committee

**Kharagpur, India**  
**July 2017-May 2019**

**Indian Institute of Technology (Indian School of Mines), Dhanbad**  
**Bachelor of Technology, Environmental Engineering**  
Ranked among top 1% of ~500k candidates in IIT-JEE; Top 10% of cohort; Team Lead, Outgoing Exchanges, AIESEC

**Dhanbad, India**  
**August 2011-May 2015**

### PROFESSIONAL EXPERIENCE

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**Axtria Inc.**

**Gurugram, India**

**Senior Business Analyst**

**May 2019 – July 2021**

- Designed and delivered customized Axtria SalesIQ system, a Salesforce product, to a top US pharma client by translating requirements into user stories, and collaborating with cross-functional teams, resulting in annual revenue uplift of \$2M.
- Generated data-powered insights and storyboards for 20+ inquiries related to payout of sales representatives through root-cause-analysis (RCA), increasing the customer satisfaction score by 20%
- Defined roadmap of a new product feature – Business Rules Management System, targeted for senior customer executives, and drove its execution from strategic planning to release, improving the process efficiency by 5%
- Improved product design by incorporating outliers in the performance report of sales representatives through red flags, catering to customer feedback, and reducing the number of inquiries by 8%
- Optimized process by influencing the leadership team with the vision of automating net attainment and payout generation, reducing the overall project human error by 35%
- Won “Axtria Bravo Award” in November 2019, given to top 3% employees across the nation by senior executives, for engaging 500 customers during User Acceptance Testing (UAT) phase, with a sign-off from the client

**Cummins Inc.**

**Pune, India**

**Supply Chain Intern**

**May 2018 – July 2018**

- Developed an Optimization Action Plan to reduce overall lead time and cost in supply chain process of gensets by interacting with suppliers and workers to identify areas of improvement
- Proposed 62% reduction in procurement lead time through localization of international suppliers and 25% reduction in manufacturing cycle time by assembling parts at supplier’s end, leading to an annual revenue increase of \$1M(approx.)

**IBM India Pvt. Ltd.**

**Pune, India**

**Application Consultant**

**August 2015 – May 2017**

- Spearheaded a team of 5 engineers to provide technical solution for the business problem of a leading German manufacturing firm by working on end-to-end implementation of Peoplesoft HRMS, resulting in annual revenue generation of \$20M
- Enhanced project health and achieved project milestones by creating backlogs on Kanban board, prioritizing functionalities, and identifying Key Performance Metrics (KPIs), reducing sprint turn-around time by 15%
- Resolved 33% of bugs, single-handedly, identified during User Acceptance Testing (UAT) and performed change impact analysis on system, reducing the Estimated Time of Arrival (ETA) of JIRA tickets by 15%
- Won “IBM Managers Choice Award” in 2016 for exceeding customer’s expectations during software development lifecycle, and delivering quality work

### LEADERSHIP, AWARD, AND RECOGNITION

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- Coordinator, Alumni Committee, IIT Kharagpur (2017 - 2019): Organized the Silver Jubilee event for IIT Kharagpur by leading a team of 20 students with a footfall of 100+ alumni from 20+ different states
- Organizer, “Youth-To-Business-Forum(Y2B)” and “Global Village” in Srijan-The Cultural Fest, ISM Dhanbad (2013): Supervised logistics of AIESEC interns from 10 different countries and facilitated interaction of Y2B forum
- Active Volunteer, The Cleanliness Drive by Let’s Do It! India – Dhanbad Chapter managed by Alexis Society (2013): Conducted drive on Indian Republic Day, with huge participation of 600+ students from 5 different schools
- Awarded 2nd Prize in case study challenge for proposing a solution on Road accidents in India organized by Indian Road Safety Campaign in Technex’18, IIT Delhi