

# ARJUN TALWAR

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Pittsburgh, PA

## EDUCATION

CARNEGIE MELLON UNIVERSITY, TEPPER SCHOOL OF BUSINESS

Pittsburgh, PA

*Master of Business Administration – MBA (STEM)*

**GMAT: 740/800**

05/20

- Concentrations: **Strategy, Business Technologies, Marketing**
- Memberships: Business & Technology Club, Data Analytics Club, South Asian Business Association

COLLEGE OF ENGINEERING, GUINDY, ANNA UNIVERSITY

Chennai, India

*Bachelor of Technology in Information Technology*

**GPA: 9.34/10 (Ranked 4<sup>th</sup> in a class of 120)** 05/13

- Awards: First Place, All India Muphoria Competition, yearly competition to solve a resource optimization problem
- First Place, Technology Exhibition: Hadoop Based Violence Detection in Surveillance Video Streams
- Memberships: Robotics Club, CEG Tech Forum (organized tech crunches and department fest ITrix)

INDIAN INSTITUTE OF TECHNOLOGY, GUWAHATI

Guwahati, India

*Research Fellow*

**(Selected among top 0.1% in a 100K application pool)** 06/12-09/12

- Projects: Proposed technique to locate sensors using wireless technologies and published whitepaper on same.

## EXPERIENCE

GOOGLE INC.

San Francisco, USA

*Product Technology Manager MBA Intern*

05/19-08/19

- **Product Development and Partner Strategy:** Defined success criteria for 'Subscribe with Google'. Collaborated with cross-functional teams and analyzed partner data to create dashboards measuring user adoption, trends and baselines. Landed 6 product enhancements and launched product with 4 partners to meet goal of 30% acquisition.
- **Strategic Analysis:** Identified lengthy QA process as deterrent to seamless partner onboarding. Delivered strategy to automate partner integration process, reducing the testing time required per partner from 7 hours to 7 minutes. Estimated savings of \$1.2M annually, achieving team's goal of reducing reliance on external vendors.
- **Ownership and Results-Driven:** Formulated a process to allocate co-marketing funds based on partner profiles. Defined contracts to measure campaign performance. Forecasted to save on average \$200K per partner per co-marketing campaign. Received peer bonus for going above and beyond to assist the team.

ORACLE INDIA PVT. LTD.

Bangalore, India

*Senior Member Technical Staff (01/15 – 07/18)*

07/13-07/18

- **Customer Focus:** Collaborated with customers and Product Managers to ideate functional specification for Oracle Management Cloud. Led development of a new framework to introduce Oracle's Packaged Apps (E-Business Suite) in an accelerated timeline of three months, generating \$20M in business from five Fortune 500 companies.
- **Innovation and Vision:** Enhanced Oracle's customer experience for migration from on-premise to cloud by simplifying user interfaces, grouping frequently used features and customizing access privileges. Migrated 76 internal and external customers, generating \$90M in revenue through extension of business contracts.
- **Cross-functional Collaboration and Negotiation:** Gained buy-in of 12 global teams to use synthetic monitoring functionality to track health of Oracle's internal development systems. Developed system in-house, reducing repair costs by 30% and man hours by 70% across 100 employees.
- **Analytical Skills and Creativity:** Analyzed Service Level Agreements (SLA) for Oracle's Cloud customers to determine the cause of SLA breaches. Identified redirects and alert latency as major causes. Introduced an intelligent recommender which improved communication with clients and reduced issue resolution effort by 80%.

*Member Technical Staff (07/13 – 12/14)*

- **Leadership and Initiative:** Recognized need to modernize the upgrade process of Oracle's software solutions. Collaborated with development and product teams to set up a single automated patching process for the product line. Reduced time required for each upgrade by 8 hours, eliminating 100K hours of manual effort annually.
- **Customer Experience:** Surveyed 200+ client environments to identify performance issues in client setups. Created performance test suites, conducted defect remediation for large-scale integration projects, resulting in a 30% increase in client satisfaction.

## ADDITIONAL INFORMATION

- **Co-Founder: Citizens4Veterans**, a non-profit assisting army veterans. Connected volunteer psychologists to 21 families, raised 4000\$ to support three families and co-created a platform for upskilling veterans.
- **Technical Skills:** R, Java, Advanced Oracle DB/SQL, Python, Excel, Tableau, Machine Learning Models, Node JS, Rest API's, System Design, Hadoop, Spark, Kafka, Knockout, Junit, Cassandra, CSS, HTML, GIT, Nightwatch
- **Certifications:** Juniper Networks Certified Associate, Google Analytics Certified Professional
- **Interests:** Hiking in the Himalayas (Everest Base Camp, frozen river hike), learning new technologies, badminton
- **Publication:** Published whitepaper on 'Localization Based on Two Bounds Reflected Signals in Wireless Sensor Networks' (International Conference on Distributed Computing and Internet Technology, Springer, '13)