

Rashi Jain

Manager, Strategy and M&A

Work Experience

Deloitte Consulting USI June '19 – Present (5 Years)

Manager, Strategy and Mergers & Acquisitions

Conducted 5+ growth strategy projects, 5+ cost optimization, 10+ target identification, commercial and operational diligence, 3 post merger integration. Utilized financial modelling to drive data-driven decision-making

Growth Strategy and Market Assessment

- Conducted market assessment of chartering and fractional aircraft market to assess the commercial and operational feasibility for an OEM to enter the business; identified acquisition targets and crafted a GTM strategy including high-level S&M tactics
- Developed growth pathways for a global manufacture of automobile filters into industrial filtration; identified customer needs, evaluated competitive landscape through focused interviews with competitors & market experts and identified potential targets
- Conceptualized value proposition for a startup in social impact space for potential buyers. Developed financial models laying out the potential revenue uplift from embedding the product within multiple potential buyers' existing products

Operational Efficiency and Organizational Empowerment:

- Optimized SG&A for consumer company through operating model redesign, spans & layers analysis, indirect spend management
- Analyzed \$17M of freight costs for a chemicals company and identified \$1M savings through redistributing freight load among third party carriers, reducing safety stock movements and product returns, and leasing trucks
- Established TMO (Transformation Management Office) to assist a consumer company undergoing enterprise-wide transformation; identified \$90M of savings initiatives through spans and layers, spend management and capability assessment
- Assisted IMO for the integration of two banks, including Day 1 Readiness Assessment and End State Planning execution

M&A Strategy and Diligence:

- Conducted sell-side due diligence for a flooring company. Assessed market size, identified key trends, evaluated competitive positioning through focused interviews with distributors, competitors & market experts, and formulated potential growth initiatives
- Conducted carve-out analysis for identity security solution. Performed cost baselining for the carve out entity, reviewed entanglements with parent, identified TSA areas and potential synergies opportunities for buyer

Role & responsibilities: managed teams of upto 5 practitioners, supported several proposals, conducted expert / client interviews

Recognition: Received 10+ Applause Awards for project contribution

June '15 – May '17 (2 Years)

Technopak Advisors Pvt. Ltd., Gurgaon

Associate Consultant

- Led a 5+ members team on a study to measure impact of a leading publishing house's offerings on end users in schooling segment
- Conducted due diligence to analyse feasibility of investment in a key player in Indian test prep market through primary research
- Conducted pre-feasibility studies for schools in Pune and Visakhapatnam via field study for a major education company
- Co-authored POVs - Digital Learning Market in India and India's Schooling Segment: published on Technopak's website

Education

Year	Qualification	Institute	CGPA/ %
2019	MBA	Management Development Institute, Gurgaon	7.01/10
2015	B.A. Honours (Economics)	Shri Ram College of Commerce, Delhi University	80.9%
2012	XII (PCM)	Sachdeva Public School, Rohini	96.2%

Internships

GlaxoSmithKline Consumer Healthcare April'18 – May '18 (8 Weeks)

- Built business case** for ENO liquid and **proposed a pilot market** for launch by analysing the antacids market — studied market growth, channels, competition landscape and consumer behaviour for liquid antacids; **received PPI** on basis of performance

Position of Responsibility

MDI Gurgaon	• Core Team Member, Imperium: Responsible for managing publicity and promotions	2017 – 2019
	• Core Team Member, Sanskriti: Responsible for planning and budgeting of events	2017 – 2019
Shri Ram College of Commerce	• President, Corporate Interaction Cell: Organised speaker sessions, workshops; conducted knowledge sessions	2014 – 2015

Achievements

- Awarded **Second Prize** for Conquestum, a strategy formulation and implementation competition conducted at SPJIMR 2018
- Awarded **Second Prize** for Brandaccio, a national level case study competition conducted at annual summit of IMI, Delhi 2018
- Awarded **Third Prize** for Chanakya, a policy making and designing competition conducted at annual summit of FMS 2018
- Awarded **First Prize** for Run an NGO, social entrepreneurship event conducted at Intaglio, annual summit of IIM Calcutta 2017
- Finalist**, Marketmania — competition organised by SRCC Business Conclave; selected amongst 50+ participating teams 2015

Key Interests

Dancing	Keen interest in dancing, actively participated in intra and inter school / college dance competitions
Cooking	Enjoy preparing Indian, Indo-western fusion cuisines and plating them

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