

VENKAT KALYAN KRISHNA POLADI

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EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business

Master of Business Administration

- GPA: 3.6/4
- Elected VP of Alumni Relations, South Asian Business Association (SABA)

Washington, DC

May 2024

BIRLA INSTITUTE OF TECHNOLOGY & SCIENCE, PILANI, India

Bachelor of Engineering, Electronics & Communication Engineering

- GPA: 7.5/10
- Internship at Nagra-vision in Bengaluru, India; worked on development of an algorithm to transcode multimedia from MPEG-2 to H.264 format

July 2013

EXPERIENCE

NETAPP

Project Intern

Madrid, Spain

January 2024 - April 2024

- Market Analysis & Strategy:** Identified strategic opportunities and competitive positioning within the SAN market, culminating in actionable insights for market expansion in 4 countries
- Data-Driven Strategic Reporting:** Created an in-depth report and executive presentation using Tableau, PowerPoint, and Excel, outlining market opportunities and alliances which increased the company's strategic alignment in targeted markets
- Global Collaboration & Communication:** Collaborated with SMEs of these 4 countries, leveraging insights and expertise to inform strategic decisions, showcasing strong global communication skills and cross-functional teamwork

GEORGETOWN UNIVERSITY, McDonough School of Business

Project Consultant Intern

Washington, DC

June 2023 - August 2023

- Educational Content Development:** Crafted and executed 28 customized journey maps for MBA and MiM students at McDonough School of Business, enhancing their career search strategy with visual and actionable guides based on comprehensive student and stakeholder insights
- Technology & Innovation:** Leveraged Canva, PowerPoint, Power BI and Qualtrics to design influential journey maps, showcasing innovative approaches to process visualization and analysis
- IT Consulting:** Conducted quantitative analysis to develop tailored recommendations and strategic approaches for the MBA and MiM programs.
- Impactful Communication:** Presented transformative strategies to the dean and career center directors, effectively articulating the value proposition through compelling visual aids and persuasive communication techniques

CERONE SOFTWARE PRIVATE LIMITED

Technology Development & Services Firm

Nellore, India

December 2013 - May 2022

Program Manager

- Program/Project Management:** Spearheaded a program with projects in the public sector vertical and acted as the liaison between the government and the company, generating a revenue of \$160k/annum for the company; also suggested a feature for the project that would generate revenue to the government
- Product Profitability Management:** Influenced a 15% increase in revenue to Government projects through strategic feature enhancements
- Resource Management:** Played a key role in the acquisition of a software company worth \$120K. Guided and executed the smooth integration of the staff of the acquired company into the firm before stipulated time
- Data Strategy:** Engineered an AWS RDS MySQL database to enhance permit update storage, boosting product performance and user satisfaction by reducing data retrieval times by 30%

Senior Consultant

- Stakeholder Engagement:** Launched the inaugural project in the public sector domain, facilitating collaboration between government entities and the company, generating \$140K annually
- Strategic Vendor Partnership:** Designed and executed the company's first Joint Business Relationship (JBR) with a third-party software services vendor for a revenue-sharing partnership
- Operations Improvement Strategy:** Led development of a strategy to improve efficiency among employees with respect to delivery of projects; provided training and mentoring program benefiting about 70 employees over the course of three years, expediting project delivery by 30% within one year
- Customer Insights:** Gathered and analyzed large sets of customer data to obtain insights on developing new technology products; ensured customer data led to enhanced features and higher levels of customer satisfaction

Consultant

- Product Lifecycle Management:** Orchestrated the launch of a one-stop self-learning and automated evaluation platform for learning software tools, bringing forth revenue of \$100K over a 2-year period
- Cross-Functional Product Delivery:** Piloted and suggested changes for an Agro tech platform, accessed by a user base of 27k farmers which increased the client's profit margins by 24%
- Performance Metrics & Insights:** Established KPIs to enhance product decision-making, leading to a 25% growth in product adoption and customer satisfaction across various lines of services
- Market Research & Data Analysis:** Conducted market analysis covering business models and market trends for clients in the Transportation Sector, resulting in immediate closure of 2 client deals worth \$80K
- Product Strategy Development:** Designed and executed product strategies that increased market penetration by 15% year-over-year in targeted regions
- Client Engagement:** Won 'Project Recognition Awards' for operating as the Point-of-contact for existing client stakeholders and project teams by bridging the gap between them. Delivered proactive communication to clients, reducing client escalations by 40%

DISTINCTIONS

Certifications:	AWS Certified Solution Architect Associate Certificate in Consumer Analytics and Insights (McDonough School of Business ,Georgetown University)
Leadership:	Elected Head of Logistics and Operations for intercollegiate festival, Pearl 2013 Provided leadership and delivered a web platform, easing the registration of applicants and centralization of the winners list, reducing the man-hours and the time taken by 60%
Mentorship	Mentored 6 students for Indian Civil Services exam
Involvement:	Anthropology enthusiast with active participation in anthropology seminars & reading books; Participated in fourteen 10K runs across India with a personal best time of 55 minutes