

EDUCATION

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| 2016-2018 | RICE UNIVERSITY, JONES GRADUATE SCHOOL OF BUSINESS Master of Business Administration (MBA), May 2018 Concentrations: Finance and Operations VP Strategy Club, VP Technology Club, Member of Consulting, Finance, and Healthcare Clubs WRIGHT FUND , Senior Analyst, Spring 2017- Present <ul style="list-style-type: none">• Research and initiate equity investments for portfolio, which funds multiple scholarships for Rice• Performed due diligence on Airlines Industry stocks based on financial performance, management analysis and competitive landscape; pitched stock for purchase with upside of 12% THE STERLING GROUP , Action Learning Project (ALP), Spring 2017 <i>Private Equity firm with \$10B in asset under management</i> <ul style="list-style-type: none">• Evaluated multiple investment targets for new industry entry by purchase of specific assets• Delivered list of probable acquisition targets worth \$500M based on synergy calculations and KPIs | HOUSTON, TX |
| 2008-2012 | INDIAN INSTITUTE OF TECHNOLOGY, KANPUR Bachelor of Technology in Mechanical Engineering, May 2012; CGPA 8.6/10.0 Awarded Proficiency Medal for Best Student, Secured All India Rank 615 among 1.3M (99.9 percentile) | KANPUR, INDIA |

EXPERIENCE

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| 2017-Present Part Time | VIKING COLD SOLUTIONS <i>Thermal energy management company</i> Corporate Development and Finance Intern <ul style="list-style-type: none">• Generated \$9M in sales pipeline by offering subscription option to customers who were cautious to expend cash; proved significance of subscription option by testing various financing options• Proposed 10-year strategy to secure steady cash flow opportunity with 10% return for renowned private equity firms through Special Purpose Vehicle• Formulated 5-year strategy with 25% YoY growth by analysing data on industry dynamics, competitive landscape, and identifying company's KPIs | HOUSTON, TX |
| 2012-2016 | BOSCH <i>German multinational engineering and electronics manufacturer</i> Product Manager (2014-2016) <ul style="list-style-type: none">• Led team of six to acquire projects worth \$40M, by performing cost analysis, feature finalization and competitor benchmarking; acquired projects included first Indian Smart Truck, recipient of 2017 "Commercial Vehicle of the Year" Award• Signed statement of work for ~\$30M, negotiated and settled dispute regarding work packages among cross functional teams and customers; consensus on division of work directly impacted product delivery timeline• Shortened product development cycle by 10% by creating hybrid project management system through implementation of key Agile and Waterfall principles; managed product P&L of \$20M Application Engineer (2012-2014) <ul style="list-style-type: none">• Filed 8 patents (highest by any individual at Bosch India) found solutions which made road transportation safer by increasing control during downhill driving which kills ~1000 people annually• Reduced 8% warranty claims by analysing field quality data to discover key failure factors and used six-sigma principles to find corrective actions needed during production and field servicing• Reduced vehicle calibration time during development by 30% by creating calibration roadmaps that used smart algorithms; reduced number of trials by ~40% Co-founder, Bosch Innovation Club (2014-2016) <ul style="list-style-type: none">• Increased internal patent filing by 56% by conducting trainings to guide colleagues in patent writing and organizing cross team idea generation workshops for idea discussion and feedback | BANGALORE, INDIA |

ADDITIONAL INFORMATION

Skills: Business Development, Product Management, Strategy Planning, Product Operations, Data Mining, Business Analysis, Statistical Analysis, Reporting, Financial and Risk Modelling, Quantitative Analysis, Pricing Strategy, Data Visualization, Advanced Excel, Macro, SQL, Tableau, Java, SPSS, Bloomberg, FactSet, C

Professional Accreditations: CFA Level 2 Candidate

Case Competitions: UCLA Energy Case Competition (Runner-up), Rice Deloitte Case Competition