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**EDUCATION**

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2016 – 2018	<b>RICE UNIVERSITY, JONES GRADUATE SCHOOL OF BUSINESS</b> <b>Master of Business Administration, May 2018; concentration in Marketing and Strategy</b> Rice Business Scholars Award Leadership: VP Technology Club, VP Asian Business Student Association <b>SoundMob (Tech Start up) Marketing project (Fall 2016)</b> <ul style="list-style-type: none"><li>Developed go to market plan recommending actionable steps to target intended customer segments. Due diligence involved customer interviews and secondary market analysis.</li></ul> <b>Texas Children's Health Plan(TCHP) – Strategy and Innovation Consultant, Action Learning Project(ALP), Spring 2017</b> <ul style="list-style-type: none"><li>Determined effectiveness of incentive plan by evaluating data on physicians' performance</li><li>Building forecast model to recommend new incentive plan for potentially \$4MM incentives</li></ul>	<b>HOUSTON, TX</b>
2002 – 2006	<b>GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, USIT</b> Bachelor of Technology (Information Technology), Top 10% of graduating class Leadership: President Literary Society, Basketball Team Captain, Volleyball team member	<b>DELHI, INDIA</b>

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**EXPERIENCE**

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2011 – 2016	<b>REVAL</b> <i>Leading expert in SaaS treasury and risk management technology (\$90M revenue, 800 employees).</i> <b>Lead Product Analyst/Product manager</b> <ul style="list-style-type: none"><li>Increased revenue by \$2MM by leading change of Hedge accounting feature through primary market research and interpreting findings; presented monthly updates to SVP and product stakeholders.</li><li>Grew client retention by 2% through awareness initiatives including webinars, training, and post production support.</li><li>Coordinated a 15-member team of engineers, quality engineers and designers to implement product features from UX use cases and business requirements.</li></ul> <b>Lead Quality Assurance Analyst</b> <ul style="list-style-type: none"><li>Achieved cost savings of \$3MM by establishing a new QA department from ground up.</li><li>Exceeded product delivery goal by 33% by recruiting and training 15 members in the new QA department.</li><li>Reduced client defects by 50% through introduction of a new process of analyzing and quantifying impact of product enhancements on client portfolios; awarded Key Contributor Award (Top 1% Employees).</li></ul>	<b>GURGAON, INDIA</b>
2015 – 2016	<b>GMATIFY.com</b> <i>Learning platform providing GMAT specific training to MBA aspirants.</i> <b>Co-founder and Chief marketing and operations officer (CMO)</b> <ul style="list-style-type: none"><li>Increased customer base by 300% by marketing, and strategic activities, including SEO, social media, and sales.</li><li>Boosted website traffic by 700% by creating blog content, and monitoring key metrics with Google analytics.</li></ul>	<b>GURGAON, INDIA</b>
2009 – 2011	<b>ROYAL BANK OF SCOTLAND</b> <b>Analyst</b> <ul style="list-style-type: none"><li>Protected \$600MM annual portfolio by managing end-to-end user acceptance testing of the global trading system.</li><li>Ensured \$100MM of continued revenue by leading project to enhance in-house trading application in compliance with new financial regulations.</li></ul>	<b>GURGAON, INDIA</b>
2006 – 2009	<b>GLOBALLOGIC</b> <i>Leading offshore software R&amp;D services company (\$300M Revenue, 11,000 employees)</i> <b>Software Engineer</b> <ul style="list-style-type: none"><li>Saved \$400K through 40% client defect reduction by interpreting business requirements, creating functional use cases, and conducting walkthroughs with engineering team across USA and India.</li><li>Reduced testing execution time from 6 to 1.5 days (300% improvement) by designing and implementing automation framework; awarded Superstar of the Business Unit (Top 1% Employees).</li></ul>	<b>NOIDA, INDIA</b>

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**ADDITIONAL INFORMATION**

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**Skills:** SQL, Unix, Tableau, A/B testing, Financial modelling, Advanced Excel, JIRA, Monte Carlo, MS Access.  
**Social Work:** Co-founded CSR initiative for GlobalLogic; 60 underprivileged children went to school as a result.  
**Interests:** Swimming, Running marathons, Avid soccer fan, Squash, Long drive motorcycle trips to remote locations.