

EDUCATION**COLUMBIA BUSINESS SCHOOL****MBA**, Strategy & Technology, May 2026; **GMAT 770 (99th percentile)**New York, NY
2024-2026*Honors:* Forté Fellow, Jim Beams Scholar, Tewari Scholar, Barclay Scholar, Tang Scholar (Total award: \$100K)*Leadership:* President, South Asia Business Association (largest student-led community club at CBS)*Member:* Venture Capital Club, Social Enterprise Club, Technology Club, Community Impact Club, Gourmet Club**INDIAN INSTITUTE OF TECHNOLOGY (I.I.T.) DELHI**New Delhi, India
2017-2021**B. Tech.**, Engineering (Minor in Business Management), May 2021*Honors:* Academic Distinction (No. 1 in class of ~200) in Business Management*Leadership:* Student Senator & Secretary – elected to represent 10K+ resident students in policy discussions*Study Abroad:* Research Scholar at University College Dublin (2019) – studied identity reconstruction in career transitions*Publications:* Journal of Vocational Behavior 2022 ; Academy of Management 2020 (Best Paper, Career Divisions Program) **EXPERIENCE****MCKINSEY & COMPANY**New York, NY
Summer 2025**Associate Intern – returning FT post-graduation**

- Conducted third-party spend diagnostic for a leading global telecom firm, analyzing \$2.3B+ spend baseline across ~1,800 suppliers; led 20+ expert interviews, executed 80+ contract teardowns, & benchmarked global pricing to uncover structural inefficiencies
- Led value-capture workstream, delivering roadmap with ~\$150–200M+ run-rate savings (8-10% of overall spend) & securing ~\$7–15M in-year savings from IT services & staffing consolidation, SW license rationalization, & long-tail spend streamlining

WIOMMumbai, India
2023-2024*VC-backed sustainable tech platform (raised \$21M Series A) aggregating local Wi-Fi operators (Uber of Wi-Fi)***Entrepreneur-In-Residence** (2023-2024)**Growth Strategy**

- Designed GTM strategy and launched affordable and climate-friendly digital access in two cities; built B2B2C business from scratch by negotiating 100+ local vendor contracts, acquiring 25K customers & driving rapid growth to \$1.25M ARR in 3 months
- Managed 100+ member field sales team to increase hyperlocal customer engagement; hosted 1:1 coaching sessions, group pitching workshops and community initiatives to increase morale, acquiring 110K new customers (1.4x sales productivity) in 6 months
- Developed geospatial revenue forecasting model to create playbook for new city expansion; analyzed household income and internet usage trends to predict growth in target localities, guiding \$5M fund allocation for Mumbai and Thane launch

Founder's Office

- Crafted fundraising strategy to highlight platform's compelling growth narrative (scalable, low-cost internet solutions) and modelled financial projections; pitched to 30+ investors over 5+ months, securing \$17M Series A funding from top-tier VC firms
- Created KPI-driven dashboard to track customer engagement using SQL to browse in-app comments, voice-of-customer feedback loops, and keystroke logging; utilized dashboard to prioritize \$2.7M tech enhancement budget in AOP (annual operating plan)
- Optimized customer service experience by directing multi-city initiative onboarding 1.2K customer-facing technicians and launching KPI-driven incentives, increasing partner revenue by \$40K and reducing installation time by 42% within 3 months

CITIBANKMumbai, India
2021-2023*Credit cards team member within Global Consumer Banking business***Associate** (2023)

- Led M&A modelling during \$1.4B sale of Citi India's consumer business to integrate card points worth \$33M with acquiring bank's rewards program; presented recommendations to APAC leadership, achieving 82% customer retention post-implementation
- Piloted cross-functional project to launch new rewards channel for 1.5M+ card holders, conducted A/B testing by coordinating with merchant alliances, engineering & marketing teams, adding 100K+ new customers and \$6M in topline revenue in 3 months

Graduate Management Analyst (2021-2022)

- Designed and implemented expansion of rewards program to high-demand grocery and dining categories, shifting 25% redemptions across eligible cards to cost-effective channels, resulting in portfolio savings worth \$3M+ annually within 9 months
- Headed revamp of self-service pages for all card-related queries including designing first WhatsApp rewards chatbot globally, liaising with digital, compliance & tech teams on feature integration, leading to 62% reduction in time-to-resolution for customers

ADDITIONAL INFORMATION*Certifications & Technical Skills:* CFA® Charterholder, PMP® (Project Management Professional), SQL, Python, Tableau*Volunteer Work:* President, Indian Development Foundation – managed 200+ volunteers to establish 5 schools (2016-19)*Interests:* Cooking Indian cuisine, teaching underprivileged children (taught 5000+ students so far), rising gelato maestro