

MEM Students

# RESUME BOOK

Northwestern | McCORMICK SCHOOL OF ENGINEERING  
Master of Engineering Management  
[MEM@northwestern.edu](mailto:MEM@northwestern.edu)

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# ARSHIYA AHUJA

Evanston, IL

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## EDUCATION

**Northwestern University | Evanston, IL** GPA - 3.85 | June 2023

*Master of Engineering Management, Concentration - Product Management*

Relevant Courses - Engineering Management, Product Management, Technology Strategy

**University of Petroleum and Energy Studies | Dehradun, India** GPA - 3.68 | June 2020

*Bachelor of Technology, Computer Science Engineering*

Relevant Courses - Programming and Data Structures, Software Engineering and Project Management, Design Thinking

**Awards** - Grace Hopper Celebration (GHCI) for Women in computing Scholarship Recipient

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## SKILLS AND CERTIFICATIONS

- Technical Skills: Java 8, Angular, PostgreSQL, Typescript, Minitab, Figma, Jira, Agile Methodologies, Git, Confluence, Trello
- [Certified Scrum Product Owner](#)
- Mitacs Certification in Presentation Skill Exchange student - Memorial University, Canada | Jan 2019 - Apr 2019

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## PROFESSIONAL EXPERIENCE

**McCormick School of Engineering and Kellogg School of Management | Evanston, USA** Teaching Assistant | Sep 2021 – Present

- Courses: Organizing for Innovation, NuVention Energy and Marketing Management
- Assisted professors with classroom and document management to maintain a positive learning environment for more than 80 students.
- Analyzed and monitored class engagement reports and delivered personalized support to increase class participation.
- Created lesson materials, visuals, and digital presentations to supplement lesson plans.

**ZS Associates | Pune, India** Software Engineer | Jan 2020 - Jul 2022

- Engineered Zaidyn Field Performance Manager as a part of the launch team, currently being used by 130+ pharmaceutical clients.
- Developed reusable UI components and consumed Google map APIs to render custom layers and other map-centric features for optimized field deployment of healthcare professionals.
- Increased and maintained test case coverage to 90-95% of Jasmine/Karma tests for UI, unit, and integration tests for backend.
- Facilitated Agile process by refining user stories and estimation, resulting in reduced spillover and 20% performance increase.
- Received **Extra Mile Award** for resolving client issues under critical deadlines.

**Perennial Systems | Pune, India** Intern | May 2019 - Aug 2019

- Prototyped a generic chatbot builder integrating major conversational AI providers to deliver on-demand features based on user needs.
- Identified key drivers and modeled potential growth strategies to help the company achieve a market position using this product.

**Ernst and Young | Gurugram, India** Intern | Jun 2018 - Aug 2018

- Performed coherent analysis and designed plans for clients to transition and comply with newly passed Data Protection Act (DPA).
- Drafted and presented a comparative study between General Data Protection Regulation and the DPA.

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## LEADERSHIP EXPERIENCE

**Navgurukul | Remote** Product Manager | Apr 2020 - Apr 2022

- Outlined and designed product vision for first web version of the Amazon-backed NGOs learning platform - Meraki.
- Incorporated design thinking practices among a 6-member team of developers and designers based on customer feedback analysis.
- Evaluated complex customer pain points, turned them into business requirements, and reshaped product development roadmap.

**ZS Associates | Pune, India** CSR Project lead | Jul 2020 - Jul 2022

- Awarded **ZS-Citizen award** for leading CSR projects for ZS Cares Day 2020 and 2021 in collaboration with Seva Sehyog (NGO partner).
- Curated a digital marketing strategy for local schools to help them highlight activities and attract funding for e-learning equipment.
- Directed a team of 15+ volunteers and trained staff of 25+ schools on how technology can be leveraged for teaching kids.
- Guided a team of 20+ volunteers to indite and narrate inspirational personal tales to encourage students from 70+ communitycenters.

**UPES ACM Student Chapter | Dehradun, India** Vice Chair | Jul 2016 - Jun 2020

- Led cross-functional teams of 50+ members to organize international events & technical workshops with more than 300 participants.
- Collaborated with Learning tree – a school for specially-abled kids to optimize their teaching techniques by building a custom phone app.
- Engaged with 10+ national level NGOs and local schools to introduce and motivate students towards technology-driven careers.

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## PROJECTS

**Budget | Northwestern University, Evanston, Illinois** Product Manager | Sep 2022 – Dec 2022

- Formulated PRD, MRD and strategic roadmap for AI based affordable moving solution catering to needs of university students.
- Analyzed product market fit through research on target consumers, addressable market, and competitor analysis.
- Collaborated with 6 interdisciplinary stakeholders to brainstorm and assess designs while simultaneously prioritizing features, managing scope, and negotiating trade-offs to meet deadlines.

**6K | Northwestern University, Evanston, Illinois** Strategy Consultant | Sep 2022 - Dec 2022

- Conducted market research to identify industry void that 6K's UniMelt® technology can address and its potential impact on business.
- Created technology strategy roadmap and business model canvas that aligned with the company's goals of sustainable production.

# Nityasri Aileni

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## EDUCATION

### Northwestern University

Evanston, Illinois  
(2022-2023)

Masters in Engineering Management , Courses: Product Management, Decision Tools, Operations Excellence, Engineering Management

Member of Tinker (startup incubator) program

### Mallareddy Institute of Technology and Science

Hyderabad, India

Bachelor of Science in Electronics And Communications Engineering, Scored Cumulative 3.75 out of 4 GPA 2014-2018

Worked as Vice president at IEEE student chapter & Technical head for ECE department

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## EXPERIENCE

### AMAZON

Hyderabad, India  
2019-2022

#### *Global Sustainability Ambassador (Part-time)*

- Conducted campaigns to educate corporate employees about sustainability and its significance
- Implemented recycling program like installing composters by conducting waste audits and also studied the feasibility of going paperless on campus, which helped in reducing the waste by 63%

### AMAZON

Hyderabad, India  
2019-2022

#### *Quality Specialist, Business Operations*

- Collaborated with management to provide training on improved processes and assisted with creation and maintenance of quality training, which ensured quality standards of 6 staff members.
- Managed a diverse team of 40 with people from different time zones and cultures. Has a solid record of overcoming the challenges to manage people virtually and raised the bar of the team consistently.
- Trained and mentored 18 employees on specific QA standards and confirmed maintenance of standards.
- Collected and analysed activity data and initiated, developed and recommended improvements in the program to increase productivity and reduce cost. These proactive measures reduced the costs by 25% and increased the employee's productivity by 15%
- Developed monthly, end-of-quarter and other statistical reports for leadership team and quality improvement programs.
- Provided analytical, coordination support on projects as assigned, reviewing, interpreting, analysing and illustrating data to stimulate and support enlightened decision making, which helped the team to maintain 100% decision accuracy over a period of 6 months (July 2021 to December 2021)

### AMAZON

Hyderabad, India  
2018-2019

#### *Risk Investigator, Risk Mining Department*

- Looked at current and new merchants and individual sales to evaluate fraud, chargeback and compliance risks in e-commerce platform
  - Created personalised database which made it easier to understand the data patterns, which in turn improved the analysis accuracy by 46.5%
  - Documented and resolved process loopholes which reduced unnecessary friction by 30% by collaborating with the automation team.
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## ENGINEERING PROJECTS

### SMART HOME PERSONALISED ROBOT

2018 | Hyderabad, India

- Led a team of three to plan and execute the major project thesis.
  - Developed a smart home companion robot that can be controlled from any corner of the world using Iot module.
  - Performed efficiency checks and command processing efficacy checks.
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## SKILLS AND INTERESTS:

**Technical Skills:** Microsoft Excel, SQL, Decision tools, Statistics, Business impact calculation, Powerpoint, Python

**Other Skills:** People management, Product launch & management, Process planning & change management, Project management

**Language Skills:** English, Hindi, Telugu

## Jehad Mohammed Albeialy

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Riyadh, Kingdom of Saudi Arabia

Mobile: 00966590172488- 00966504973460

Email: [jalbeialy@hotmail.com](mailto:jalbeialy@hotmail.com)



### Personal Information:

Gender: Male

Marital Status: Married

Date of Birth: 1/8/1994

Nationality: Saudi

### Education

Master of Engineering Management at Northwestern University, Illinois, USA.

- Date of Graduation December 2024.

Bachelor's degree in Mechanical Engineering at King Saud University, Riyadh, Saudi Arabia.

- Date of Graduation 30/5/2017.

### Experience

Projects Manager & Energy Efficiency Manager (2017-present) with more than six years of experience with The Saudi Ministry of Tourism in the field of managing engineering projects of all types, such as: constructions, renovations, maintenance and operation.

Managed nearly twenty projects in various regions of Saudi Arabia.

To describe my professional experience in more details, as following:

- **Renovation Project for the Ministry of Tourism main buildings 2020-2022**
  - A budget of 150 million Saudi riyals on an area of 17 thousand square meters.
  - The project consists of developing the work environment and offices, adding lounges, entertainment centers, a central restaurant, user experience center and a gym.
  - Several government agencies visited the project after its completion due to the high resonance it created.
  - Obtaining a **LEED** certificate (Leadership in Energy and Environmental Design certification) after achieving the highest standards requirements of it 2022.
- **Souk Okaz project 2019-2020**
  - A budget of 800 million Saudi riyals on an area of 907 thousand square meters.

- The project consisted of infrastructure works, service buildings, countries pavilions, main theatre, main boulevard and cars parking.
  - I was a part of a professional team managing this project which was considered the largest project in KSA that year.
  - The project scope was completed within **72 days**, which was a record period that made the media talk about it.
  - The project was frequented by more than 1,000,000 tourists and visitors at 2019-2020.
- **KSA Museums& Archaeological and heritage Projects 2017-2019**
    - In the two years mentioned above, 11 museums were established at different regions of KSA.
    - During this period, we managed several projects in terms of renovation, restoration, maintenance and operation.
    - Examples for museums projects: Al-Jouf and Tabouk projects.
    - Examples for heritage projects: King Abdulaziz heritage palaces in different regions, Shubra palace in Taif city, Khuzam palace in Makkah city and Jeddah Historic District.
- **Ministry of Tourism Representative at SEEC (Saudi Energy Efficiency Center) 2017-present.**
    - MT Energy efficiency initiative owner 2017-present.
    - Leader of the Ministry of Tourism energy efficiency team 2019-present.
    - Developing the engineering systems of the Ministry of Tourism buildings with the aim of rationalizing the energy consumption, and a rationalization rate of approximately 30% has been achieved, despite the fact that the buildings were not old that time.
    - With our efforts, Saudi Ministry of Tourism was the first government agency to start rationalizing energy efficiency in KSA.
- **Cooperative trainee in Riyadh Metro Project, (Training Program between King Saud Univ. and ADA - 2017)**

## Membership

- Member at SEEC Energy Efficiency Initiative.
- Member at Tarsheed Energy Efficiency Initiative- one of the companies owned by the Public Investment Fund-.
- Member of several technical and administrative committees in the Ministry of Tourism.

# Meshari A. Aldubaib



Dhahran, Saudi Arabia



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## OBJECTIVE

Seeking a professional position in a thriving organization where my practical knowledge and skills can be shared and enriched.



## WORK EXPERIENCE

### Saudi Aramco

- **Head of Security Project Execution** **2019 - Present**
  - Lead projects activities in all phases starting from the Engineering and Design all the way to the Execution and commissioning.
  - Adequate assessment to the security systems infrastructure
  - Developed functional specification for capital projects
  - Acceptance tests for new evolving technologies
  - Act on mitigating security threats and vulnerabilities through physical security solutions
  
- **Head of Security Project Planning** **2018- 2019**
  - Synergy and alignment with Saudi Aramco Facility Planning Department during the annual capital program cycle
  - Development of Industrial Security 10 years capital investment plan upon multiple focus areas such as digitization, business continuity, compliance and enhancing security measures.
  - Building the business case during the project initiation stage.
  
- **Head of Security Engineering Project Control & Administration** **2018**
  - Adequate monitoring of projects activities.
  - Close monitoring the projects schedule and cost
  - Monthly projects update to executive management
  - Handling change orders encounters in projects
  
- **Operational Excellence Compliance Coordinator** **2017**
  - Constant revision of the department overall business processes cycle (plan, do, check and adjust).
  - Streamline business processes by eliminating the none-added value steps.
  - Establishing standard operating procedures.



- Defining, identifying and monitoring Key Performance Indicators (KPI's) to measure the performance.
- Monthly and quarterly performance business review of processes implementation.
- Establishing the business vision, mission and strategies.
- Ensure that clear alignment of roles and responsibilities are defined.
- Ensure a proper documentation mechanism of all process implementation are in place and frequently updated.
- Conducting internal and external benchmarking studies to identify area form improvement and elevate the process performance.
- Conducting internal and external Operational Excellence assessments on annual basis.
- Track and ensure implementation of all processes area for improvements.

➤ **Security Systems Engineer, Industrial Security Support Dept**

**2015-2016**

- Engineering packages development.
- New Security Systems evaluation and performance test.
- Security Systems and sub-system upgrades projects at various Saudi Aramco facilities.
- Development of security systems contract scope of work.
- Security Systems technical evaluation, Site Acceptance Tests and Factory Acceptance Tests.

## EDUCATION AND AWARDS

**University of Bedfordshire.**

**2015**



*Bachelor of Electronic Engineering with Honors, United Kingdom*  
*Second class, upper division. GPA 3.66/4*

- Certificate of Operational Excellence Assessor **2016**
- Certificate of project management in controlled environment (PRINCE2) **2015**
- Certificate of TapRoot **2015**



## TRAINING & PROJECT EXPERIENCE

### On Job Projects

- Physical Security Projects Experience.
- International Operational Excellence Standard Assessment.
- Finance (Cost Sheet Analysis and Budget Planning)
- Project Management in Controlled Environment (PRINCE2)

## Courses and Training:

### Ethics:

- Saudi Aramco value and code of business ethics.

### Safety:

- Driver improvement program Employee
- safety suggestion
- Unsafe Condition
- Security Heart Saver-First Aid
- Fire Safety Awareness

### Communication & Management:

- Effective Communication
- Supervisor Foundations
- Leadership Series for Supervisors
- Participating in a Business Meeting
- Presentation Advantage
- Introduction to Emotional Intelligence
- Saudi Aramco Professional Development Program
- Leadership Challenge
- Best Practices Sharing

### Functional:

- Basic TapRoot Investigation and Root Cause analysis
- Key Performance Indicator (KPI) Awareness
- Intrapreneurship
- Creativity Workshop
- Attending Physical Security Professional
- Business Continuity Management Practitioners
- Overview of Project Management
- Introduction to Operational Excellence
- Information Security Essential



## SKILLS & INTERESTS

- Fluent in Arabic and English
- Superior time management skills
- Ability to multi-task and prioritize
- Keen on socializing and people networking
- Microsoft Office

# Nawaf Alotaibi

Mechanical Engineer

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## OBJECTIVE

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- To obtain an engineering position with a dynamic corporation where I can use my energy and skills to develop, motivate, lead and encourage employee productivity.

## EDUCATION

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- **Eastern Washington University (EWU)**, Cheney, Washington, USA  
Bachelor of Science in Mechanical Engineering  
Graduation: December 2016  
GPA: **3.37/4**

## INTERNSHIP

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- **Saudi Arabian Ductile Iron Pipes Company (SADIP)** **Summer 2015**

## EXPERIENCES

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- **Saudi Aramco (Mechanical Engineer)** **Fall 2017 - Present**
  - **Standardization Engineer (October 2018 to March 2018 & April 2020- Present)**
    - Familiarized with standardization main function and activities
    - Performed a technical review for cataloguing and maintenance requests
    - Participated in major initiatives and tasks such as:
      - I. Mechanical Seals Interchangeability Program
      - II. Reverse Engineering
      - III. Rotatable Materials
      - IV. Technical Communities
    - Handled commodities (pumps, compressors, turbines, mechanical seals, and power transmissions)
  - **Reliability Engineer (April 2018 to March 2019)**
    - Led restoration of waste liquid pumps through systematic approach
    - Carried out a study with Hitachi to rehabilitate Propane compressors and ensure predictive maintenance is done on those machines effectively
    - Developed and Planned major overhaul of TEG pumps including a list of all required spare parts
    - Led several technical investigations with a distinguished outcome for Anti-foam pumps and lube oil system for Propane compressors
    - Issued a weekly monitoring report for Propane compressors which include proactive measures to ensure equipment reliability
  - **Maintenance Engineer (April 2019 to March 2020)**
    - Improved the Division's FRACAS Utilization KPI from 33% to 87 % exceeded corporate's target
    - Developed SOW and procured MFC for J-87 sulfur pit rehabilitation
    - Appointed as one of champion of Ras Tanura Refinery's President's Maintenance & Reliability Excellence Award
    - Led the execution of Fiber Optic connection and major repair of sulfur transfer lines without affecting production rate
- **Mathematics Tutor at EWU** **Fall 2016**
- **Teaching Assistant at EWU for Industrial Materials** **Spring 2016**
- **Electric Motorcycle Design (Capstone Project)** **Winter 2016-Spring 2016**

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## CERTIFICATIONS

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- College Reading and Learning Association:
  - International Tutor Training Program Certification.
- Society of Maintenance & Reliability Professionals:
  - Certified Maintenance & Reliability Professional.
- Project Management Institute:
  - Project Management Professional.

### **EXTRACURRICULAR ACTIVITIES**

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- Member of Association of Supply Chain Management, 2022- Present.

# Yunus Alshamrani



## Summary

A mechanical engineer with project management experience, seeking a new challenging opportunity to pass on the knowledge, inspire others, and foster leadership.

## Experience

Dec 2016 -Current  Saudi Aramco Co.

**Project Engineer** at Fadhili Gas Program, Saudi Aramco (July 2017 – June 2019)

**Project Objective:** to supply the kingdom with 2.5 Billion Standard Cubic feet per day of sales gas.

- Manage effective communications to resolve daily issues with the contractors and all project stakeholders.
- Ensure material availability at all times and supply from company warehouses as needed.
- Follow-up & expedite on PO placement/fabrication/delivery-to-site for engineered materials.
- Lead piping hydrotesting team at gas treatment & utilities areas
- Lead handover team responsible for all engineering drawings
- Set weekly targets and keep monitoring eyes on daily basis
- Monitor progress for all disciplines; civil, piping fabrication/erection, mechanical, steel structure & buildings.
- Highlight major issues for management interference by sharing daily & weekly status reports
- Make on-the-spot decisions and settle cross-organizational agreements in order to manage stakeholders' opposing interests.
- Manage risks by monitoring & updating risk register.
- Follow up on lessons learned implementation on a weekly basis
- Facilitate Lessons Learned Collection workshop at the end of the project

**Facilities Planning Engineer** at Saudi Aramco– (July 2019 – June 2020)

For different projects:

- Participate in portfolio management activities
- Participate in the initiation processes.
- Develop & manage economics model to Perform Net Present Value (NPV) analysis and ensure continuous benefit realization
- Perform scope optimization for cost efficiency opportunities
- Participate in business case development & evaluation
- Participate in the development of projects charters.
- Coordinate & expedite the development of project deliverables throughout the project phases

## Contact

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### Email:

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## Date of Birth:

18 August 1994

## Languages

Arabic – Native

English– Fluent

Spanish – Basic

## Professional Certifications

**Project Management Professional (PMP)** - Project Management Institute (PMI)

**Fundamentals of Engineering (FE Mechanical)** - National Council of Examiners for Engineering and Surveying (NCEES)

- Secure required approvals to move from one phase to another
- Facilitate required workshops for early planning; Risk Management & Constructability
- Develop funding request package for the company to secure the required expenditure
- Participate with PMO in schedule optimization for accelerated/emergency projects
- Perform Post Project Appraisal for completed projects.

**Project Management Office Specialist** at PM Office of Saudi Aramco – (Jan 2017 – June 2017) & (July 2020 – Present)

- Lead Business Continuity Strategy Planning & Execution
- Develop Level I Schedules to introduce new projects to the company business plan
- Review & approve Level II, Level III & Level IV Schedules submitted by Project Management Teams across the company
- Develop Order of Magnitude and Business Case cost estimates for projects in the initiation phase for evaluation purposes (+-60% and +-50% accuracy respectively)
- Develop Study Estimate with +-30% accuracy
- Review and validate Budget estimate and Expenditure Request Cost Estimates (+-30% and +-10% accuracy respectively) to support project teams before, during and post bidding.
- Review and validate Company Estimate for project changes during execution, to evaluate contractor bids.
- Monitor execution via Enterprise Capital Projects dashboard and issue performance notifications for management as applicable
- Identify early delay indicators for PMO to support proposing mitigations
- Conduct site visits for challenged projects and issue required reports
- Review projects changes, assess cost & schedule impact and recommend accordingly
- Ensure company procedures & standards adherence by Project Teams
- Enhance PMO governance by ensuring continuous improvement to governing procedures
- Facilitate acceleration workshops for critical projects
- Participate in constructability, Risk Management workshops during pre-funding phases
- Perform Benchmarking with best practices in industry via IPA

## Achievements

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- Completed Fadhili Gas Plant project (First-Gas-In); worth of 5 billion USD as announced
- Completed a scope optimization exercise which led to \$20 MM cost saving; representing (25% of capital cost) for one project
- Completed a benchmarking study with Independent Project Analysis (IPA)
- Performed a full schedule assessment on modularization proposal to be used for company projects
- Revamped PMO Projects Control Division's business strategy
- Created internal policies to bridge over between conflicting company procedures
- Participated at Innovation Week Conference to showcase a hackathon winner idea at Le Meridien Hotel, Khobar (2019)

## Education

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**Bachelor of Mechanical Engineering (2012 – 2016), GPA 3.05/4**

**King Fahd University of Petroleum and Minerals**

## Software Skills

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- MS Office
- Primavera (Scheduling Tool)
- Aspen Capital Cost Estimator (CAPEX Estimating Tool)
- SolidWorks

## Soft Skills

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- Communication Skills
- Business Development
- Leadership skills
- Problem Solving
- Innovative thinking
- Negotiation Skills

## Key Training

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- The Evolving PMO: Governance, Portfolio Management, Resource Optimization, and Performance Measurement. By Project Management Institute, Chicago (4 days)
- Management of Detailed Engineering. By Saudi Aramco, Dhahran (5 days)
- Circular Economy – Sustainable Materials Management. By Coursera, Online (5 weeks)
- The 7 Habits of Highly Effective People. By Saudi Aramco, Ras Tanura (4 days)
- Saudi Aramco Talent Essentials Program. By Saudi Aramco, Dhahran (5 weeks)

## Personal Achievements

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- Developed a mechanical model to help minimize water losses in smart restrooms
- Won Digital Hackathon at Aramco (top 10 projects), recognized by the Chief Engineer.
  - Project aimed to:
    - Replace asphalted roads with plastic blocks
    - Minimize maintenance frequency as in asphalted roads
    - Ease deployment for several technologies
- Participated in Hackathon from home (Homathon) across Arab countries organized by Saudi Cybersecurity during full curfew (2020)
- Developed a business model for an application that helps governments live with the pandemic with minimized infections and economical loss,
- Participated in different activities with Toastmasters International (2015-2018)
  - Completed Competent Communicator (CC) manual for public speaking
  - Completed Competent Leader (CL) manual for leadership skills

# ASHWIN REUBEN BALLAL

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## EDUCATION

### Sri Sivasubramaniya Nadar College of Engineering, Chennai, India (Affiliated to Anna University, Chennai, India)

2017 - 2021 | B.E. Mechanical Engineering | CGPA: 7.81 / 10 | GRE: 328 | IELTS: 8.5

### Northwestern University, Evanston, Illinois, USA

2023 - Present | Master of Engineering Management (MEM)

## EXPERIENCE

### Associate - Consulting

#### ZoomRx Healthcare Technology Solutions, Chennai, India | June 2021 - June 2023

- Consulting firm conducting primary market research & secondary data analysis for Fortune 500 pharmaceutical companies
- Provided actionable insights on drug positioning and marketing to drive growth and increase market share by analyzing clients' sales force effectiveness, along with product scope, using strategically designed surveys
- Worked on complex datasets using MS Excel and presented structured narratives using MS PowerPoint and Tableau
- Worked in the Learning and Development team to create and run workshops and onboarding programs for new recruits

### Analyst / Senior Scout / Freelance Video Scout

#### Total Football Analysis & Vélez CF, Spain (Remote) | May 2020 - March 2023

- Wrote over 40 long-form articles for the TFA website, covering tactical and data analysis of players, teams and coaches
- Authored a chapter in the '2020/21 English Premier League Prospectus', a book that was published worldwide
- Worked for Spanish club Vélez CF, leading a team of 5 scouts and contributed to immediate promotion to higher division
- Video scouting in partnership with Analytics FC, a leading football data analytics company, providing comprehensive performance reports leading to over 30 players signed by clients across the globe

### Summer Intern

#### Investocracy, Tokyo (Remote) | May 2020 - July 2020

- Startup and investment deal discovery company aiming to bridge the gap between startups and investors in Asia and Africa
- Conducted research and analysis of startup, accelerator and venture capital ecosystem in Asia to identify key trends
- Assessed opportunities in emerging markets such as space, battery and drone tech to present to potential investors

### In-Plant Trainee

#### Hyundai Motors Limited, Sriperumbadur, India | Dec 2019

- Introduced to production line and step-by-step processes involved in manufacturing of key vehicle components

### Student Intern

#### Caterpillar Inc., Thiruvallur, India | Nov 2018 - Dec 2018

- Studied and validated planned method documents and process for off-highway trucks
- Presented report detailing issues in Standard Work Elemental Sheet (SWES) and Manufacturing Bill of Materials (MBOM) and summarizing supply chain processes within the organization

## PROJECTS

### Identifying an Economical Mode of Transportation and Effective Packaging Solutions for the Transport of Temperature Sensitive Prepreg Materials

- In partnership with TATA Advanced Materials Limited (TAML), Bangalore, India to tackle two pressing industry problems
- Shortlisted four different packaging methods based on data, and the proposed transportation solution cut costs by ~ 35%

## LEADERSHIP EXPERIENCE

- **Overall Event Coordinator - SSN Instincts 2021, National Level College Cultural Fest**
  - Simultaneously managed 5 cross-functional teams and oversaw planning and organization of the two-day event
- **Under-Secretary-General of Finance for SSN Model United Nations 2021**
  - Budgeted and planned efficiently to earn a significant profit for first time in event's history with a profit margin of 15%
- **Head of College Theatre Group (2020-21)**
  - Managed all sub-domains and led groups of over 20 during inter-city events, and directed an award-winning play

## ACHIEVEMENTS

- **Author: 'Made in Argentina, Mastered in Madrid' - Published worldwide by Pitch Publishing UK in August 2022**
  - Focuses on coach Diego Simeone's influence on Atlético Madrid Football Club since taking over as manager in 2011
- **Received sports scholarship as a key member of the College Football Team**
  - 1 of only 2 students, in a batch of 1000+, to make the starting team in first year and remained a key player in all 4 years

## COURSES & SKILLS

- **Foundations of Management** - 5 course specialization on Coursera offered by IESE Business School, Barcelona
- **Technical Skills:** MS Office | Data Visualization | Tableau | Adobe Illustrator | Content Writing
- **Soft Skills:** Creative Thinking | Problem Solving | Leadership | Communication | Budgeting | Delegation | Attention to Detail



# ROHAN BHADAURIA

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## EDUCATION

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**Vellore Institute of Technology, Vellore**  
*Bachelor of Technology in Computer Science*

*April 2019*  
*CGPA: 8.91*

## EXPERIENCE

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**Senior Software Engineer, HSBC** *Feb 2022 – Current*  
*Technical Business Analyst* in investment banking unit where I automated critical business workflows for clients in APAC region, saving time and effort of operations team to manually handle requests.

*Back-end developer* in a team that manages and builds microservices which are consumed by retail payment customer journeys.

- Backend development using Spring boot, RxJava, Maven and deployment of services through Jenkins pipeline on Kubernetes.
- Implemented a transaction data signing (TDS) authentication service which adds an additional layer of security to the add inline payee user journeys thereby making the transactions for over 200k users in APAC region more safe and secure.
- Enhanced and migrated over 200+ microservices from on prem (PCF) to AWS cloud which helped reduce latency and increased resilience of applications.

**Software Engineer, HSBC** *July 2019 – Jan 2022*

- Built and enhanced microservices to be consumed by mobile app wallet features for regulatory markets of Oman and Qatar.
- Developed services for features like push and pull payments for the Qatar market with the vision of serving a huge influx of visitors during Qatar FIFA World Cup.

**Data Science Intern, GSPANN Technologies** *Jan 2019 – April 2019*

- Built a prototype of a product recommendation system which works based on facial recognition for a departmental store in the US with an intent to address privacy concerns of customers who don't wish to share their personal details.

## PROJECTS

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**Smart Surveillance System** *Microprocessor (March 2018)*

- Designed a surveillance system prototype using Arduino Board and sensors which notifies the user with a text message whenever an intruder tries to come in. The user could then close or open the door from an android app connected via bluetooth.

**Product Recommendation System** *Internship (Jan 2019 – May 2019)*

- Built a prototype of a product recommendation system which works based on face ID for a departmental store in the US. This would help uniquely identify customers with face id and give them product recommendations based on their purchase history. Face recognition was implemented using OpenCV and Flask is used in the backend.

## CERTIFICATIONS

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AWS Certified Solutions Architect Associate – SAA02

## SKILLS

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**Programming Languages** - C++, Java, Python, Linux/Shell Scripting

**Technologies/Frameworks** – Spring Boot, Maven, Docker, Kubernetes, AWS

**Tools** – Jenkins, Splunk, AppDynamics, PCF

**Data Management** - MySQL, Sybase

**Others** - Excel, JIRA, Git

## LEADERSHIP ACTIVITIES, AFFILIATIONS, HONORS

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### HSBC

- Received the PAT on the Back Award – March 2021
- Sprint Hero – Star Performer for 3 consecutive sprints – February 2021
- TOP Performance Rating and ROLE MODEL Behavioral Rating – 2022
- Mentored newly joined graduates by giving them a technical overview of projects, setting right expectations and guiding them on the learning curve.

# RUPA BHAGWAT

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## EDUCATION

**Northwestern University, Evanston IL**  
Master of Engineering Management

*September 2022-June 2023*

**University of Pune, India**  
Master of Technology, Mechatronics Engineering  
Bachelor of Engineering, Mechanical Engineering

*August 2015-July 2017*

*August 2010-July 2014*

## PROFESSIONAL EXPERIENCE

### **Intelegencia Analytics**

*Project Manager, Program Management*

**Noida, India**

*Feb 2022-July 2022*

- Researched user trends and accomplished in-depth analysis for business optimization projects, resulted in measurable outcomes of 8.7% revenue growth, up to 33% in efficiency gains.
- Collaborated with stakeholders to ensure business and technology alignment. Proposed solutions with defined specifications and needs, identified challenges within teams and performed quantitative analysis using R, boosting team efficiency by 8%.
- Led 8 cross-functional teams, supervised daily scrum meetings, discussed open action items and operational performance. Tracked 15+ projects closely by leveraging advanced Excel and Jira to quickly intervene in mistakes or delays.
- Designed 12+ wireframes on Figma/Miro and worked on BRD, BRS, FRD and SRS documents.

### **Famic Technologies Pvt. Ltd.**

*Product Support, Product*

**Pune, India**

*August 2017-Jan 2022*

- Performed research to determine customer needs, headed development of a new B2B SaaS product to enable educational sector learn design and simulation, growing monthly subscription rate by 36% in first 2 years.
- Identified gaps in Google Analytics and optimized product features on the UI front, enhancing yearly revenue by 13% through collaborative engagement and by addressing customer pain points, projecting positive outcomes on survey submissions by 12%.
- Constructed and tracked product roadmaps and PRDs against budget and progress by submitting progress reports every 2 months and following continuous process improvements.
- Generated reports on Excel and designed dashboards on Jira to investigate competition, target market conditions and demographics, while optimizing software features and introduced new features to leverage customer retention by 13%.
- Formulated market strategies for educational sector involving marketing campaigns, free webinars and live demo sessions, collaborated with education ministers to increase attendance by 40%.
- Initiated 34+ projects, oversaw product teams, created product backlog and launched 3 new versions of software with feature upgrades.
- Reviewed financial statements, business summary reports, and dashboard recaps to attain data based on product comparable percentages and penetration rates for managers, boosted working efficiency of all employees by 16%.
- Troubleshooted software features and internally verified and validated 70+ catalogues. Analyzed data after completion projects, including overall performance, task duration, actual costs, ROI and break-even points.
- Set sales objectives to 150% every year, aligned with customer demand and sales goals, prioritizing roadmaps accordingly.
- Conducted on-site overseas training for 300+ employees, given demos of software features to more than 48+ educational institutes.
- Created and maintained relationships with 45+ stakeholders; cultivated strong business relationships with 120+ customers to drive business development and improved sales by 28%. Completed 18 product support cases for high-tech robotics and automation industries.

### **Eaton Technologies**

*Engineering Intern*

**Pune, India**

*July 2016-May 2017*

- Completed a project of 'Early Failure Detection in an Injection Molding Machine with Intelligent Products and Smart Sensors' to maximize the duration of failure detection in terms of product life cycles. Achieved best duration with 10000 more life cycles before failure.
- Prepared design documents, specifications, and submittals. Modified prototype efficiency by 10% using DMAIC, FMEA and Root Cause Analysis.

## LEADERSHIP EXPERIENCE

### **Social Chair, Northwestern University**

*August 2022-Present*

- Presented and maintained social calendar with 9 events for McCormick Graduate Leadership Council for Year 2022-23.
- Scheduled and volunteered ice-breaking events, art and musical competitions and quarter socials for 1000+ graduate students.

### **Career Counselor, College of Engineering, Pune**

*July 2016-June 2017*

- Inspected students' career aspirations, concerns, and uncertainties, held career fairs, professional gatherings and free workshops.
- Informed students about potential shortcomings in skill sets and devising strategies to remedy those.

### **Event Organizer, MESH Art-Work**

*January 2014-June 2018*

- Directed a group of people from different forms of artwork, planned and organized events on district level for 3 consecutive years.
- Monitored logistics, allocated budget, prepared bills and invoices, designed event materials.

**Community Service:** Member of Sankalp Foundation (2015-2018), Anubhooti Dance Therapy (2013-2017).

**Personal Interests:** Reading, Cooking, Travelling, Dancing, Fitness, Social work.

**Languages:** English (Proficient), Japanese (Elementary), Marathi (Native), Hindi (Proficient), German (Elementary).

## TECHNICAL EXPERTISE

Python, R, Figma, Miro, Project Management, Google Analytics, Tableau, Power BI, Advanced Excel/ Google Sheets, SQL, Microsoft Office Suite, MS Project, Jira, Confluence, Minitab, Agile Development, A/B Testing, Trello.

## CERTIFICATIONS

PMP, PMI-ACP, Lean Six Sigma Green Belt, MySQL for Data Analytics and Business Intelligence.

# NISHTHA BHINGARADIA

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## EDUCATION

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**Northwestern University**, Evanston, IL *December 2023*  
Masters in Engineering Management GPA: 3.93/4

Awards: Albert H. Rubenstein Memorial Scholarship  
Coursework: Data Analytics, Operations, Innovation Management, Project Management, Marketing

**Pandit Deendayal Energy University**, Gandhinagar, India *2017-2021*  
Bachelor of Technology in Chemical Engineering CGPA: 8.76/10

Coursework: Process Optimization, Plant Design and Economics, Mass Transfer Operations

## PROJECT

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**Farmer's Fridge growth and innovation strategy**, Northwestern University, IL *Oct-Dec 2022*

- Developed growth strategy to acquire new customer segment to increase sales of fresh food business
- Conducted market research and analysis to identify potential partnerships, customer pain points, expansion potential using ecosystem mapping and VoC interviews
- Developed investment distribution strategies across three horizons to maximize profits and minimize risks using a metric scoring model
- Recognized by potential customers for uniqueness in proposed idea of microwave integrated vending machine

**StratSim Simulation Management**, Northwestern University, IL *Oct-Dec 2022*

- Performed SWOT and MOST analysis to assess business growth potential and identify product features
- Increased sales by 30% using test concepts, B2B and B2C marketing, budgeting, and sales forecasting
- Performed KPI analysis of Johnson&Johnson, Pfizer using K-20 reports to analyze performance parameters
- Optimized inventory and fund allocation by cutting excess production which resulted 30% rise in profits

## PROFESSIONAL EXPERIENCE

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**Process Engineer**, Ramdev Chemical Industries, Dahej *July 2021- Aug 2021*

- Coordinated commissioning activities and process supervision of 10 MT copper recovery plant
- Generated absorption graphs and regression models using Origin to compare with pilot plant results
- Performed data analysis on process parameters to optimize production and increase manufacturing capacity
- Performed laboratory studies for new product development of copper cathode and copper oxychloride

**Project Intern**, Ramdev Chemical Industries, Ankleshwar *Feb-June 2021*

- Recovered 99% copper from effluent by solvent extraction, resulting in a by-product – copper sulphate
- Improved Ammonium sulphate purity from 95% to 99% through Cu recovery process, resulting into an increase in its selling price by \$20/Ton
- Optimized extraction and stripping stages by 15% using SEM equipment and McCabe Thiele concept

**Sustainability Intern**, AIESEC, Vietnam *June-July 2018*

- Promoted local tourism by creating vlogs and videos for social media campaigns
- Led a group of 500 Vietnamese students to promote sustainability project 'Dragon Fly', resulting in increased awareness on plastic waste issue in Vung Tau.
- Developed and maintained global relationships with external partners and stakeholders to promote AIESEC

## LEADERSHIP EXPERIENCE

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**Co-Founder and Treasurer, Alchemy Chemistry Club**, PDEU, Gandhinagar *May 2019-2020*

- Led a team of 40 members, organized 10+ events and workshops to elevate importance of chemistry
- Managed club's annual finances and sponsor relationships for conduction of events across a year
- Represented Alchemy on stage at the inauguration ceremony of PDEU's national level tech-fest – Tesseract

**Event Head, Indian Institute of Chemical Engineering**, PDEU, Gandhinagar *May 2019-2020*

- Led a team of 30 students to manage 15+ workshops for 250+ engineering students across the state
- Organized inter-college competitions and roundtable conferences to diminish gap in academia and industry

## SKILLS

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**Programming and Simulation:** Microsoft Office, MS Excel, ASPEN, MATLAB, Minitab, C++, Python

# Saakshi Shailesh Bhosale

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## EDUCATION

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- Northwestern University** | Evanston, Illinois **2023 Fall**
- Master's in **Engineering Management (MEM)**
  - Relevant courses : Engineering Management, Decision tools for Managers, Product Management, Accounting for Engineers, Managerial Analytics
- Pillai College of Engineering** | Mumbai, India **2016 - 2020**
- Bachelor of Engineering in Computers
  - CGPA: 8.32/10
  - Subjects: Computer Networks, Business Communication and Ethics, Software Engineering, Cyber Security and Law, Human Machine Interaction, Web Designing

## WORK EXPERIENCE

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- Larsen and Toubro Infotech** | Quality Engineer **October 2020 - July 2023**  
*An IT organization of the primary construction-based company Larsen and Toubro*
- Ensured quality assurance of the **Oracle banking applications** and tested change requirements on the **Oracle Financial Services Systems (OFSS) applications - FlexCube Retail (FCR) and FlexCube Corporate (FCC)**
  - Designed test suites to be executed according to business requirements and communicated changes to be implemented with the client
  - Spearheaded client calls with respect to requirements
  - Trained and onboarded 2 new employees and mentored them on OFSS applications
  - Engaged in 4 projects - Data Centre Migration Project, Data Privacy Flagging, Flex Stack Upgrade and Risk-Based Analysis phase 1 and 2

### Key Projects

- Data Centre Migration Project** | Larsen and Toubro Infotech **March 2021-August 2021**
- Collaborated with a team of 3 for a 6-month project on the migration of the data center of the National Bank of Commerce (NBC), Tanzania from South Africa to Tanzania
  - Involved in all phases of the project - SIT, UAT, NPT (pre-production environment), and Go-live (deployment to production)
  - Executed 600 test cases including all applications and channels and monitored the go-live of the project to verify the correct execution of test cases
- Data Privacy Flagging Project** | Larsen and Toubro Infotech **August 2021-December 2021**
- Corresponded on a project involving changes for three African countries - Uganda, Mozambique, and Tanzania to include customer data privacy flags on the front end of the Flexcube Retail application
  - Designed a test suite for Uganda, Mozambique, and Tanzania with approximately 500 test cases and executed them over five months

- Risk-Based Approach Phase 1 and 2** | Larsen and Toubro Infotech **March 2022-July 2023**

- Implemented a Risk Based Approach methodology on the Flexcube Retail (FCR) application to calculate the risk score allowing the bank to know the level of risk each customer brings to the bank
- Gathered and analyzed requirements specific to each country i.e. Kenya, Uganda, Tanzania and Mozambique.
- Worked closely with clients to design test scenarios and implement optimal testing solutions
- Designed and executed 500+ test cases
- Tested the FlexCube Retail system, studied specific risk score data and implemented it to test every risk score (low, medium, high)
- Executed additional changes requested by the client on the Flexcube applications along with its different channels.
- Engaged in both phases of the project from the gathering of requirements to designing of test cases, execution of test cases and final deployment of the projects.

## RESEARCH PROJECTS

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### Application to convert lip movement into readable text

February 2020

- Spearheaded a team of four to create a project that converted lip movements into readable text using a Deep Neural Network to support people with hearing disabilities
- Trained the model to use a set of common words, locate 68 facial points, and generate an output
- Acquired a 93% model accuracy
- Published the research project paper in the International Journal of Engineering Research and Technology (IJERT)

## EXTRACURRICULARS

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### Computer Society of India (CSI) | Publicity Head

August 2019 - February 2020

*A student-driven national society for students pursuing or interested in computer engineering*

- Promoted to Publicity Head in one year and led a team of 20 to encourage participation that garnered over 100 audience members for 10 events
- Publicized events like graphic designing, and JavaFX workshops through effective marketing strategies and communication and monitored a crowd of 200 people for each event
- Co-ordinated workshops and study sessions for students on technical topics like intermediate java, Tableau, and LaTeX
- Organized a grand magazine launch event to celebrate the 10th year of the Computer Society of India - Pillai College of Engineering
- Trained 10 juniors in public speaking, drafting announcements, and promoting the society and guided them through the publicity process
- Organized the annual computer society magazine launch event, ByteStream which garnered participation from over 300 students and 30 faculty participation
- Reached out to and secured five recognized entrepreneurs, life coaches, founders, and cyber psychologists as guest speakers at the events
- Planned events like the computer society membership drives, committee member meets, coders club, and official industrial visits
- Managed an industrial visit to two software companies - CDAC (Centre for Development of Advanced Computing) and Opulent Infotech Pvt. Ltd with participation from 500 students

**Alegria - Festival of Joy** | Marketing Head

**December 2018 - February 2019**

*Pillai College of Engineering's annual college festival*

- Led the marketing team of 25 people for the college festival from the engineering department
- Fundraised INR 3 Lakh through publicizing and marketing of events to inter-college cultural committees
- Acquired over 12,000 entries from all over the city through fest advertisement and promotion

**Anubhav** | Alumni Speaker | Pillai College of Engineering

**June 2020**

*An annual college event held for alumni to share their experiences with juniors and prepare them for what is to come*

- Spoke as an alumnus of the computer engineering department along with five other speakers for an event attended by 400 students from the computer department
- Reflected on learnings, obstacles, and ways to navigate them for current students

## **SKILLS**

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- **Languages:** English, Marathi, Hindi
- **Computer Skills:** Java (Intermediate), Selenium (beginner), Oracle FlexCube functionality (advanced), Testrail, Jira
- **Soft Skills:** Management, leadership, teamwork, public speaking, client communication, crisis management, mentorship, and public interaction

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## EDUCATION

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**D.J. Sanghvi College of Engineering**, University of Mumbai, India  
**B.E., Mechanical Engineering**  
CGPA: 7.63/10 (*Graduated with Distinction*)

MUMBAI, INDIA  
July 2012 – May 2016

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## EXPERIENCE

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VSL VENTURES PRIVATE LIMITED (*1.5 Years*)

MUMBAI, INDIA

**Senior Manager – Strategy & Business Development**

March 2022 – August 2023

- Devised the groups growth strategy and business diversification in segments such as Green Hydrogen, Lithium-ion battery, ESS, Solar Panel recycling and solar farm subscription/insurance business
- Led a team of 15 members to transform the solar asset management business helping the firm generate a revenue of \$8 million and securing the 3rd place in the market thereby becoming a tier-1 company
- Successfully created a new business vertical to manufacture solar inverters with a topline of \$100 million
- Conducted M&A activities wherein partnership with 35+ global companies were evaluated & successful partnership with 3 companies was done in the Li-ion battery, energy storage solutions & microinverter segment
- Gathered, analyzed & interpreted qualitative and quantitative data to draw conclusions for conducting strategic licensing partnerships with global brands for sale of solar panels in new overseas markets.
- Streamlined project growth plans with upper management to fast track project implementations
- Created roadmap for solar panels deployed over 10+ years for second life or end of life management

HI-TECH INTERNATIONAL (*5.8 Years*)

MUMBAI, INDIA

**Lead: Business Operations and Strategy**

August 2020 – March 2022

- Engaged in developing business for fifteen European Principals in Aluminum, Steel, Solar PV modules, Paper, Plastics and Packaging for the Indian, Bangladesh & Middle Eastern markets
- Developed new vendors for local manufacturing for German machinery sub-components, conducted audit & compliance as per German Standards thereby creating a new vertical for the company to generate business with a topline of \$0.8 million
- Instrumental in achieving a record turnover of \$45 million in FY 20-21 despite Covid-19 crisis
- Directed the creation & implementation of a Business Continuity Plan with the key stakeholders
- Effectively created a value chain with FMCG companies, OEMs, Solar Panel Manufacturers, Raw Material suppliers, Corporate Clients & Financial Institutions for various development projects for project delivery
- Forecasted future trends & oriented strategies to capture maximum benefits

**Business Development Manager**

July 2016 – July 2020

- Designed & conceptualized turn-key projects for Plastic, Packaging, Paper & Aluminum processing plants as per clients' requirements and provided tailor-made solutions
- Made sustainability profitable by adopting value engineering, alternate materials, and advanced technologies for clients - Hindustan Unilever, P&G, Reckitt, Pepsico and Amul
- Participated in tendering process & managed existing contracts/client data by creating single-point access
- Conducted profitability, ROI & feasibility analysis of projects for customers

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## TECHNICAL CONFERENCES, LEADERSHIP, COMPETENCIES AND INTERESTS

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**K-Show – Technical Conference** (*October 2016 & October 2019*)

DÜSSELDORF, GERMANY

- Successfully carried out technical presentations of latest technology offered by principal companies to Global clients
- Networked with customers and partners worldwide to understand various markets and technology adoption practices

**Global Aluminum Conference** (*November 2017*)

MUMBAI, INDIA

- Successfully presented technology of Aluminum Foil Rolling Mills by Achenbach Buschhütten, Germany
- New applications and technologies for Automotive, Pharma and Packaging Industry was shared with top industry leaders

**Leadership Projects** (*June 2014 – March 2016*)

MUMBAI, INDIA

- Mentored a team of 30 student engineers to design and fabricate a Solar Powered Car
- Headed the transmission department to design and fabricate a formula vehicle to participate in Asian competitions
- Headed the annual cultural festival team of the university to organize concerts, blood donation drives, marathons, etc

**Competencies:**

- **Software's:** MS Office Suite, AutoCAD, AutoDesk, SolidWorks, MATLAB, SAP & Python
- **Core:** Operations Management, Strategic Business Planning, Communication, Adaptability, Teamwork, Leadership & CRM

**Interests**

- **Sports:** Swimming, Cricket, Hiking, Soccer & Tennis; **Miscellaneous:** Art (visual & graphic), Travelling, Music & Reading

# Ashwani Chaurasia

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## EDUCATION

**Northwestern University, Evanston, IL**

**May 2024**

**McCormick School of Engineering**

M.S in Engineering Management ,

Relevant Coursework: Strategy, Product Management, Negotiation, Leadership, Marketing, Accounting, Finance, Digital Product Management, Decision Making,& Engineering Management.

**M.S Ramaiah Institute of Technology, Bangalore,India** **August 2015 - June 2019**

B.E, Electrical and Electronics Engineering, **GPA : 8.83/10.0**

Relevant Coursework: Advance Calculus, Probability, Statistics, Stochastic modeling.

Project: IOT based rover movement, IOT based sound-sensing switch, Automated Robotic Gun and TAMPHOG: an Electric Scooter.

## EXPERIENCE

**Zivame (Reliance Retails Pvt. Ltd)., Bangalore India**

**March 23 - Present**

**Product Manager**

- Successfully improved Net Promoter Score (NPS) by implementing a comprehensive strategy that included increasing touchpoints from emails to apps, designing a tech flow and NPS calculation, and creating an interactive user flow. This resulted in a significant increase in NPS respondents to from 0.5% to 1.3%.

- Identified pain points in the post-purchase experience by thoroughly analyzing user experience, order flow, and service flow. Managed the project timeline to address these issues and enhance customer satisfaction scores

- Revamped Chatbot: Onboarded third-party vendor, negotiated 3-year contract at 45% discount incorporating 10% yearly chat session increase. Expected CSAT improvement from 30% to 70%, and agent satisfaction to 80%. Enhanced bot's issue resolution capabilities.

- Ticketing Platform: partnering with a Global leader, to optimize customer support. Aiming to halve ticket resolution time (48 to 24 hrs), improve follow-up, and automate recurring issue resolution. Added click-to-call, email support, and AI-powered quick solutions. Anticipated 92% FCR, reducing agent headcount by 25%, and improve App Store rating by 5%.

- Overall, demonstrated strong project management skills, strategic thinking, and the ability to negotiate advantageous contracts, all of which contributed to enhancing customer experience and operational efficiency at Zivame.

**Zivame (Reliance Retails Pvt. Ltd)., Bangalore India**

**Oct 2022- March 2023**

**Software Development Engineer - II**

- Working with the Digital product development and management team.

- Took ownership to build a microservice in go-lang to provide vital payment gateway info to users to increase customer conversion rate.

- Building a (CDC) Capture data change pipeline for real-time DB sync to smooth line the product UPSERT mechanism for the catalog team.

- Led the integration of Shiprocket with Zivame as the Only shipping partner. Intended to increase customer satisfaction percentage with improved shipping and return shipping.

- Worked on building a channel for collecting data for marketing and revenue monitoring purposes. Built AWS Kinesis Pipeline for creating user personas.

- Mentoring two developers for backend and infra development.

**Alstom Transportation India Pvt. Ltd., Bangalore India**

**July 2019 - Oct 2022**

**IXL Application Engineer**

## SKILLS

Software engineering, JS, Golang AWS, GCP, Kafka, Python(Advance), Vuejs, HTML/CSS, Docker, Redis,& MongoDB.

Python analytics library: numpy, SciPy, Matplotlib,elementree

Software: Lightroom, Rush, snapseed, Microsoft Office 365.

## AWARDS & ACHIEVEMENT

**3rd Best Project of the year 2019**

EEE Department, MSRIT

For TAMPHOG.

Among top 3 in High School

Among top 10 in B.E

## CERTIFICATIONS

**Banking and Financial : a Risk Management Perspective**

IIM-Bangalore March 2021

Grade 'A'

**Building Leadership Skills**

HEC Paris

**Introduction to Financial Market**

ISB Hyderabad

**Python for Finance:**

Udemy & Career 365

**Developing competitive strategy**

LinkedIn Learning

**Entrepreneurship: Bootstrapping Business**

LinkedIn Learning

**Building Customer Loyalty**

LinkedIn Learning(Lynda.com)

## LANGUAGES

English, Hindi, Bihari & Spanish (Basic)

## HOBBIES

Biking, Reading Books, Trying different food, Talking to new people, Punjabi

Music, watch Sci-fi & Thriller movies.



- Received advanced training on Railway signaling concepts and Terminology.
- Involved in Depot track-plan schematic Designing using Bentley's Microstation.
- Designed Power-supply Schematics for Mumbai Metro Line 3.

Simulation models and Algorithm development

Jan 2020 - May 2021

- Developed analytical Simulation models for rolling-stock and signaling equipment.
- Led Validation Automation work and Algorithm development for logic Engine of Train
- Led, Full-stack development for Master Simulator (a simulation product).

Master Simulator (MS) Product Development

June 2021 -

Present

- Responsible for Estimating, Planning and Executing Training and workshops.
- Led the development of multiple external simulators to interface with Master Simulator.
- Led the team for product development and am responsible for Product Delivery
- Represented the Product to multiple business teams from China ,France and the USA.
- Stake-holders management for TEL,CCL and NEL Projects.
- Involved in the Product development cycle with the Global Products team.
- Leading the team of 4 along with product development for 3 Projects.(TEL, CCL, & NEL).

Project worked on : EDFC (Eastern Dedicated Freight Corridor) Indian Railway, Mumbai Metro Line 3 (India), Thomson EastCost Line (TEL)(Singapore), Circle Line (CCL) (Singapore) and North East MRT line (NEL) ( Singapore).

**Bharat Heavy Electricals Limited**, Bangalore India

**June 2018**

**Engineering Trainee**

Worked in Photovoltaic and Porcelain insulator manufacturing unit.Received Training on manufacturing unit management. Introduction to demand-supply relationship and its importance of balance in an economy.Basics of Finance allocation and budget planning.

**Activities**

- Machine Learning and Artificial Intelligence workshop: IISC Bangalore
- Robotryst ,autonomous robotics IIT Delhi
- Volunteered IEEE Power and Energy (PES) Society.& managed IEEE Aavishkaar.
- Organized and managed Mechatronics and hackatronics 2018
- Organized Amperage 2018 ,EEE Department Tech Fest
- River Rafting at Dandeli Karnataka,2019. Led Trekking and hiking.
- Volunteered Community Service at Gurudwara
- Volunteered Community Service at Dussehra for 3 consecutive years.
- Road Trip to Several cities in Southern India like Munnar, Wayanad, etc.

## HARSHIT DATTA

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Ph. No.: +91 9167632706

LINKEDIN: [www.linkedin.com/in/harshit-datta](http://www.linkedin.com/in/harshit-datta)

### EDUCATIONAL QUALIFICATIONS:

- **Northwestern University** Evanston, Illinois  
Master's in Engineering Management Dec 2024 (Anticipated)  
Coursework: Product Management, Strategic Management, Finance
- **Narsee Monjee Institute of Management Studies (NMIMS) University** Mumbai, India  
Bachelor of Technology – Mechanical Engineering; CGPA: 3.01/4.00 Aug 2015 – Jun 2019  
Coursework: Manufacturing, Materials, Automobile, Electronics, Operations Research, Industrial Engineering, Thermal

### EXPERIENCE

- **Vertiv Energy Private limited** Mumbai, India  
Deputy Manager – ITMS Offerings India Apr 2022 – Jul 2023
  - Product Specialist role for Direct Accounts of Enterprise & Government Pan India for their Datacenter's IT & Network management solution requirements to help achieve overall company revenue targets by adding 20% of annual growth y-o-y.
  - Aiding in Channel Business Sales growth by 25% for West, Central & East region for ITMS products and establishing strategic partnerships and dealer relationship to increase business & wallet share.Assistant Manager – ITMS Product Aug 2020 – Mar 2022
  - Solution architect for various enterprise & government customers accounts across India to position ITMS solution, increasing customer engagement & market share against competition in IT & Network Data Center, Hub Rooms, NOC Rooms, Edge locations.
  - Was part of product development team to develop new solution for access control management, leading to additional revenue of \$2.2M for ITMS product line.Graduate Engineering Trainee Jul 2019 – Jul 2020
  - Localizing of Floor Mounted – Power Distribution Unit as per Indian standards. Identification & enabling new contract manufactures for Vertiv FM-PDU products in India.
  - Project on lead-time reduction for PAC (precision-air-conditioning) units. Also, was part of marketing team for ITMS product to create awareness for ITMS product line portfolio, event organizing team & customer engagement team.

### INTERNSHIPS

- **Aditya Birla Cement Plant; Gujarat (Kovaya Plant), India** May 2018 – June 2018  
**Project:** By utilizing readings taken at various stages of the cement manufacturing process, conducting in-depth process analysis, and comparing different manufacturing processes, we were able to optimize the utilization of compressed air, resulting in a reduction of air compressor losses.
- **Devise Electronics Private Limited; Pune, India** Dec 2017  
**Project:** Design & Simulation Engineering Intern – Hybrid & Electrical Vehicles, Bicycles. Helped in designing & simulation of Electric Vehicles for commercial usage. Technical findings & virtual model creation of electric bike for commercial usage.

### CERTIFICATIONS & ACHIEVEMENTS

- Recognized for exemplary contribution to the business division's Sales & Customer Engagement CY 2021-22.
- Certified Data Center Professional (CDCP) – EXIN, EPI (2021).
- Brand Management: Aligning Business, Brand & Behavior – London Business School, Coursera (2020).
- SolidWorks certification – CADD Centre Training Services Pvt. Ltd. (2018).

### SKILLS

- Business - Microsoft - Excel, Word, PowerPoint, Product Management, Sales, Marketing, Strategy, Sales Operations.
- Software - AutoCAD, SolidWorks, Minitab, Ansys.
- Programming - Basics of C/C++, Microprocessor – Arduino.

### EXTRA-CURRICULAR ACTIVITIES & HOBBIES

- MPSTME Racing Team- Design, Fabrication & competition at National Level of All Terrain Vehicles (ATV) for SAE BAJA, ESI & Mega ATV competitions.
  - Vice-Captain & Powe Train Head 2018-19 Season
  - Powertrain Engineer & Marketing Team member 2017-18 Season.
- Languages Known: English, Hindi, Marathi, Gujarati.
- Hobbies - Formula 1, CrossFit, Theatre.

# MRUNAL DESHMUKH

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## EDUCATION

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**Master of Engineering Management** 09/2023 – present | Evanston, IL, USA  
Northwestern University  
Robert R. McCormick School of Engineering and Applied Science [🔗](#)

**B.E. in Electronics & Telecommunications** 06/2017 – 06/2021 | Pune, India  
Savitribai Phule Pune University  
Sinhgad Academy of Engineering

## PROFESSIONAL EXPERIENCE

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**Senior Analyst/Senior Software Engineer** 08/2021 - 08/2023 | Pune, India  
**Capgemini Technology Service India Ltd.**

- Co-coordinatively assisted a team to provide Application support and Application Development to the Business Units, covering operations for departments like Service Provisioning for Accounts/Services/Products, Bill Formatting, and Payments for Cerillion by developing microservices improving team efficiency by 24%.
- Helped improve the management of data such as order tracking, financial tracking, workforce, etc. effectively, reduced manual effort, and improved data maintenance by about 60% of **Cerillion Development** branch.
- Assisted a team of IT Specialists in the delivery of a transformed, resilient payment ecosystem aligned with the organization's emerging target Payments Operating model.
- Designed, implemented, and maintained the java microservices for managing the Payment Gateway system for the client and improved team efficiency by 24% of the **Cable and wireless communication Project**.
- Cerillion is BSS CRM & Post-paid Billing system for "All Play" i.e., Cellular, Fixed, Broadband, and TV service users. CWC provides Billing Solutions to Telecom Companies.

**Developer (Intern)** 01/2021 – 06/2021 | Pune, India  
**AutoQED Software Service Private Limited**

- Trained on different technologies like .Net, NodeJS, JavaScript, JAVA, React as per the clients demands and needs for fulfilling the assigned tasks.
- Coordinated with the seniors to make efficient development for the client demands on their software architectures.
- Worked on reliable and secure applications based on JAVA or .Net with the smooth operation and most efficiency.

**Broadband Technician (Intern)** 09/2019 – 11/2019 | Pune, India  
**BSNL (Bharat Sanchar Nigam Limited)**

- Completed a 2 months informative training program on installation, maintenance, inspection, and repairing of high-speed internet and networking services for clients.
- Coordinated with a team of 4 members for 1 month of on-site installation and maintenance of optic fiber high-speed internet cable services for residential and commercial spaces.
- Worked with a cross-functional team for installation and maintenance of the system ensuring the system works with 100% efficiency and the set targets are accomplished.

## SKILLS

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- **Technical skills:** Full Stack Development, NodeJS, JavaScript, JAVA, React, AWS Cloud Practitioner, PostgreSQL, BASH, SQL
- **Computer skills:** MS office (Excel, Power point, Word)
- **Soft skills:** Time management, Team co-ordination, Problem solving, Critical thinking, Adaptability

## PERSONAL/OTHER ACTIVITIES

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- Member of Student association during graduation
- A district-level player in chess at school level
- Leader of a Scout Guide Troop
- Volunteered for various cultural activities held at school fest

# Manisha Reddy Devidi

Evanston, Illinois | manishadevidi2023@u.northwestern.edu | +919246112525 | Manisha Devidi (LinkedIn)

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## SUMMARY

Being an Enthusiastic learner, I am open to new opportunities to enrich my skills in order to contribute my part for a sustainable technology.

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## EDUCATION

<b>Northwestern University</b> Master of Engineering Management	Evanston, Illinois   Dec 2024
<b>Vasavi College of engineering</b> Bachelor of Electronics and communication engineering	Hyderabad, India   Sept 2020

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## SKILLS

<b>Technical Skills</b>	: SQL (MySQL, Oracle), MATLAB, Ethical Hacking and Cyber Security
<b>Programming Languages</b>	: Java, C#, C++, Python
<b>Courses</b>	: Project Management (B.E)

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## EXPERIENCE

**Hexagon Capability Center | Software Developer** Hyderabad, India | April 2022 – Present

- Product: Intergraph Smart Plant Instrumentation
- Being a part of an agile process, I had worked on fixing bugs, parts of feature implementation of an existing standalone application used by multiple clients.
- Collaborated with manager, other developers, and QA teams to understand customer needs and enhanced the working of the software to meet industry standards.

**Accenture Solutions Pvt Ltd | Application Development Associate** Chennai, India | December 2020-March 2022

- The work involved manual integration testing among various applications of a healthcare organization.
- I have enthusiastically learned and excelled in work quickly and did my best in completing the maximum part of the work in the team.
- I received an award “Compassionate Soul” twice within the project for being actively involved helping out other team members.

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## PROJECTS

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### Watermarking using Transform techniques

- Presented a paper on various methods of watermarking on digital data for copyright protection and security purposes.
- Using DCT, DWT and HT methods, we inserted digital watermarks into images and analysed its efficiency.
- We used MATLAB tool and further learnt about attacks on images to remove the watermark and how it can be avoided.

### Automatic Traffic Light Control System

- This project is to control traffic effectively by analysing density on different directions and assigning time to the traffic signal. This is done using Node-MCU and Arduino Software.

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## LEADERSHIP

- President of “Leo Club” of my locality, a group under LIONS club for younger individuals
- Organised and took part in social activities like plantation and waste management awareness programmes.
- Taught school children about environmental aspects and resource management for better future as part of “Eco Champs” program through Bhumi Organization.
- Volunteered for a health camp in college through NSS.

# Ashmita Dewanjee

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## EDUCATION

2023 – 2024 **Northwestern University**, McCormick School of Engineering and Applied Science *Evanston, IL*  
Master of Engineering Management (MEM), Product Management

2013 – 2017 **MAKAUT University**, Heritage Institute of Technology *Kolkata, India*  
Bachelor of Technology in Biotechnology, **CGPA: 8.86/10**

**Relevant Coursework:** Engineering Management, Product Management, Decision Tools for Managers, Marketing Issues for Engineers.

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## PROFESSIONAL EXPERIENCE

Jan 2022 – Aug 2023 **HSBC Software Development Private Limited (HSDI)** *Pune, India*  
*Senior Software Engineer*

- Working as a Quality Assurance Engineer in SmartVista Switch Technology for BAM region in the US, handling BAU activities in Frontend and Backoffice and providing Production Support
- Leading the Go-Live Deployment activity to replace ATMP switch with SmartVista across BAM
- Automated the G3 tool required for deployment activities, reducing time and resource for Implementation by 50 %

May 2020 – Nov 2021 **Fiserv India Private Ltd** *Pune, India*  
*Senior Associate*

- Worked as a Test Analyst in a Compass Migration Project for migrating ATMs and debit card authorization, acquiring and issuing under Compass Switch system
- Employed Automation tools such as Tosca, Jenkins, GitHub, and AppDynamics for easy monitoring and deployment purposes

Oct 2017 – Apr 2020 **Tata Consultancy Services (TCS)** *Chennai, India*  
*System Engineer*

- Worked as a Test Engineer in BASE24 Switch Application for Lloyds Banking Group, having expert knowledge on simulators such as VTS, Lexcel, VersaTest, and Paragon utilized for SIT/UAT Testing
- Extensive hands-on in Application development and Tandem Hardware Certification Testing, Automation, and Support which includes Environment maintenance and artifact documentation

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## ACADEMIC EXPERIENCE

Jun 2016 – Aug 2016 **CSIR-Central Glass & Ceramic Research Institute (CGCRI)** *Kolkata, India*

- Summer Internship Training at CSIR-CGCRI in the Ceramic Membrane division on the topic “Atrazine removal by MBR: Process Optimization” for 6 weeks

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## LEADERSHIP EXPERIENCE

- **Cultural Team Member** Managed and led a team of more than 50 students and organizers to conduct several events of the Tech Fest at HITK (2014, HITK, Kolkata)
- **Aasha Infinite Foundation HR & Volunteer** managing a group of 100+ students and teachers and handling the foundation’s social media platforms for wider reach & volunteer support (2020 – Present)

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## AWARDS & ACHIEVEMENTS

- Technical Excellence Award and TCS gems for contribution to Transformation Activities (Dec 2019)
- Winner of Women’s Doubles category at HSBC Annual Badminton Competition (Aug 2022)

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## PUBLICATIONS

- Antibacterial Activity of Mikania Scandens (L.) Wild. Against Multidrug Resistant Bacterial Pathogens isolated from Clinical samples – International Journal of Applied Biology & Pharmaceutical Technology, Oct 1, 2017
- Development of Graphene oxide/Chitosan composite membrane on ceramic support for Atrazine Remediation by MBR Process – Environmental Science and Pollution Research, Sep 1, 2018

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## SKILLS

- Technical Skills: MS Office, DBMS, SQL, Python, R, Tandem, Tableau
- Certifications: Professional Scrum Product Owner 1 (PSPO 1), June 2023
- Other Skills: Agile Methodology, Process Management/Planning

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## EXTRA-CURRICULARS

- Volunteer at HSBC Sports Committee and Cultural Committee (2022 – 2023)
- Attained Senior Diploma from Calcutta Talent Search School in Drawing and Painting
- Content Writer at myschoolreviews (2017)

## SHOBHIT DUBEY

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LinkedIn: <https://www.linkedin.com/in/shobhit-kumar-dubey/>

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### EDUCATION

**Northwestern University**

Evaston, IL; Sept'23 – Dec'24

**Masters in Engineering Management**

**VIT University (Merit Scholar)**

Chennai, India; May'16 – July'20

**Bachelor of Technology in Electronic and Communication Engineering**

- Project - An electronic voting machine that provided improved data storage and Security that worked on RFID and cloud storage.
  - Extra-Curricular – Manager – TEDx Chennai, sales and corporate sponsorships.
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### EXPERIENCE

**Salesforce, Datorama Engineer (6x Certified)**

Hyderabad, India; Oct' 21 – Sept'23

- First recruit of the Indian operations, developed product training and onboarding strategies along with mentoring of 15 agents to certification.
- Provided **L1** and **L2** technical and implementation product support of customers across AMER/EMEA and APAC regions via calls, chats and emails in collaboration of Product and Sales teams.
- Maintained an average CSAT of 4.6, productivity 120%, TTR < 7 days, 500+ case closures, survey return rate 10% on cases; 90%+ resolution rate on chat and 5 CSAT.
- Experience working and troubleshooting of 250+ marketing API connectors, 10+ Technical Vendors and implementing data ingestion for **GE, Ford, Mercedes, PWC, Disney** work-flows using data **Harmonization, Fusions** and. **data stream creation**
- Cross skilled to Data Cloud and Marketing Cloud.

**Netcore Cloud ; L2 Technical Specialist**

Mumbai, India; Mar' 21 - Oct' 21

*Star performer award*

- Analyzed and created a frame work to achieve **real time app-churn rate** information using **Google GCM** frameworks.
- Worked with CSM and account management representatives to provide L2 solutions for Netcore's T-100 revenue-generating customers, across INDIA, and global markets like EU, SA, UAE, Indonesia and Vietnam
- Handled technical marketing emails and campaign challenges including IP handshakes, **IP routing, email hygiene, template creations, live journeys, in-app message tracking** and data spamming and cleansing of companies top 100 revenue generating clients such as, **Starmediacom, AirAsia, Myntra, Bajaj, Royal Enfield.**
- CSAT of 87% and resolution SLA 90%+.

**XR Labs; Technical Project Manager**

Chennai, India; Aug' 20- Mar' 21

- Managed a team of **seven** to execute the first of its kind military project, **See Through Armor** valued at **\$10M** for the Indian Army's tank infantry.
- Implemented technical hardware agile methodologies to reduce product development back-log, reduce project expenses by **20%**, successfully recruited **three** interns for resource management and delivered the first trial **two months** in advance throughout COVID'19.
- Strategized with company founders to develop V-model for **communication, escalation** and **client commitment** models to implement cross-projects.

### TECHNICAL SKILLS

- **Programming:** MySQL, Advanced Microsoft Excel, Advanced Google Sheets, C++, HTML-CSS, Postman, Kibana, Splunk, MVEL-Java, Salesforce, Harmonisation, Data Models, Data Fusions.
  - **Applications:** Tableau, Datorama, Marketing Cloud, Freshdesk, OrgCS, Datacloud, Gannt Charts, Redshift, Google, Facebook, Linkedin, Twitter, TikTok, Reddit Analytics APIs.
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### CERTIFICATIONS

- Python for Data Science and Machine Learning Bootcamp – NPTEL Jan. 2020
- Marketing Cloud Intelligence 6x Certified.

## EDUCATION

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<b>Northwestern University</b> , Evanston, IL Master of Engineering Management	Anticipated 2024
<b>Chandigarh Engineering College</b> , Bachelor of Technology in Computer Science and Engineering GPA: 7.41	2015-2019

## WORK EXPERIENCE

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<b>Optum Global Solutions</b> , <i>Software Engineering Analyst</i>	Aug'21-Present
<ul style="list-style-type: none"> <li>Developed a chatbot using NLP to automate WFM Application support management that reduced turnaround time by 50%</li> <li>Led the development of a user activity monitoring system, accurately tracking employee efficiency rate by 100%</li> <li>Managed the Induction of 10 new joiners by teaching them workflow; increasing project efficiency by 40%</li> <li>Led and presented the application demo to Directors of 8 different countries.</li> </ul>	

<b>Innovent Integrated Solution</b> , <i>Artificial Intelligence Engineer</i>	Jan'19-May'21
<ul style="list-style-type: none"> <li>Developed high-speed TensorRT inference machine learning models for monitoring and analytics solutions to improve school bus safety with an accuracy of 100%</li> <li>Designed and led the integration of 5 critical safety measures into more than 1000 school buses across the middle east</li> <li>Analysed bus route redundancy data and developed a route generation algorithm reducing redundant routes to 0% and optimising the time and distance covered by the bus.</li> <li>Collaborated with the marketing team and promoted the product before 100,000 people at Dubai GITEX Global 2020.</li> </ul>	

<b>Headon Nutritech</b> , <i>Full Stack Developer</i>	May'17- Feb'18
<ul style="list-style-type: none"> <li>Designed and implemented new server and database structure for core business services such as inventory management</li> <li>Aligned office departments and increased inter-department communication by creating project management tools.</li> <li>Developed three e-commerce websites for the company and its subsidiaries, which increased the revenue by 80%</li> </ul>	

## ACADEMIC ACCOMPLISHMENTS

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<b>Chandigarh Engineering College</b> , Chandigarh, India <b>Pothole Finder</b> ,	2018
<ul style="list-style-type: none"> <li>Created an application to find and collect the geo locations of all the potholes a user drives through.</li> <li>Collected over 500 hours of driving footage and gyro sensor reading to optimise our machine learning model which increased the accuracy to 99%</li> </ul>	

## LEADERSHIP EXPERIENCE

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<b>Thrust Fest, CEC Landran</b> , <i>Co-ordinator</i>	Mar'18
<ul style="list-style-type: none"> <li>Led a team of 20 to organise Cultural Fest and collaborated with Redbull &amp; Subway</li> <li>Addressed 4 workshops on the importance of gaming events and demonstrated the skills required to coordinate an event, liaised with stakeholders to initiate 5000+ USD for marketing strategies</li> </ul>	
<b>GamerStop</b> , <i>Founder</i> ,	Jun'18-Dec'20
<ul style="list-style-type: none"> <li>Created a platform for gamers to provide them with a one-stop solution for all their gaming needs.</li> <li>Spearheaded a team of 10 to design and develop a 3-tier application which is used by 3000+ gamers in UAE and India.</li> </ul>	

## SKILLS

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**IT Skills** – Python | JAVA | Shell Scripting | Node JS | JAVA Spring Boot | Machine Learning | Data science | Artificial Intelligence | Computer | Vision Predictive modelling | Statistical Modelling | Natural Language Processing | Deep learning

**Database Skills** - Mysql | MongoDB | DjangoDB | Hadoop | Zookeeper | Apache Kafka

# Rose Francis

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<https://www.linkedin.com/in/rose-francis-464ba2b1/>

## Education

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**NORTHWESTERN UNIVERSITY, EVANSTON, IL**  
Master of Engineering Management

May 2024 (*anticipated*)

**NATIONAL INSTITUTE OF TECHNOLOGY CALICUT, INDIA**  
Bachelor of Technology in Mechanical Engineering  
CGPA:8.88/10 (First Class with Distinction)

July 2014 -June 2018

## Experience

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### **EXXONMOBIL**

#### *Integrity Engineer*

Bengaluru, India

October 2022 – August 2023

Responsible for all stages of asset development, operation and reliability for fixed equipment. Supported Strathcona renewable diesel project and led work engagements for Sarnia Refinery and Chemical Plant; Conducted Risk Based Inspection for pipelines in Canada and provided recommendations to ensure safe operation

#### *Work Migration & Transformation Engineer*

June 2020 – September 2022

Coordinated a team consisting of 4 ExxonMobil and 8 QuEST Global engineers and successfully implemented the 2021 ExxonMobil Company Plan for Upstream as Upstream Work Transformation Lead; Stewarded Management of Change (MoC) for technology delivery from India, ensured adherence to agreed quality standards, controls compliance and budget tracking; Developed scope, value, risk assessments and resourcing strategy for 60 workflows and 30 employee roles, managed multiple stakeholders; Evaluated USD 5Mn+ contract, recommended scenario analysis based renegotiation strategy

#### *Wells Engineer*

June 2018 – May 2020

Optimized tubular designs for 15 fields and provided Well Integrity technical support(casing pressure management, plugging and abandonment and technical risk assessment) for 20 wells all around the world; Developed training material and delivered the first ever virtual Casing and Tubing Design school in ExxonMobil, which had participants from different ExxonMobil business divisions; Developed WellCat software training videos (computer based training) as a substitute for instructor led training, saved USD 1+Mn/year; On boarded and mentored Wells Engineers into technical projects and provided continuous guidance

## Leadership Roles

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### **Culture of Health Lead, ExxonMobil**

February 2020 – October 2021

Organized mental health initiatives for all ExxonMobil India Employees by leading a team of 7 members

### **Corporate Social Responsibility, ExxonMobil**

Dec 2018 – May 2019

Organized BTC Day of Caring in association with United Way, a CSR event for 400+ employees. Managed food, logistics, transportation, and planned events like lake cleaning and tree planting

### **Joint Secretary Mechanical Engineers' Association, NIT Calicut**

July 2017- June 2018

Organized initiatives to support students with orientation, career guidance and mentoring support

## Skills

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MS Excel, PowerPoint, WellCat, DrillPlan, SolidWorks, Strategic Planning, Risk Management, Meridium, Credo, SAP, SeeQ



# Tanay Gajawat

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- +91 8233691280
- www.linkedin.com/in/tanay-gajawat/

## EDUCATION

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Northwestern University, Evanston, IL Dec 2024 (anticipated)

McCormick School of Engineering

**Master of Engineering Management**

*Optional Concentration: Managerial Analytics*

NIRMA University, Ahmedabad, India

July 2015 – May 2019

**Bachelor of Technology** in Electrical Engineering, GPA: **8/10**

## PROFESSIONAL EXPERIENCE

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ABB India Limited, Nashik, India

July 2019 – Aug 2023

Production Supervisor – Outdoor Products

- Supervising **50** employees from elementary production to packaging and shipping areas by coordinating production activities with other functional groups like planning and distribution
- Developing an **end-to-end** digital solution for tracking the vaccination status of **7000** employees
- Automated **70** business processes using Microsoft Power Platform reducing **10%** Non-Value-Added activities
- Developing bots using Robotic Process Automation (RPA) saving **30 mins** of an employee

Tempens Instruments Limited, Udaipur, India

Jan 2019 – May 2019

Research and Development Intern – Solar Cables

- Designed different setups for Circuit Integrity and Halogen determination tests to analyze the cables
- Developed Solar Cable that got passed as per European standard EN 50618 resulting in the offering of cables to customers in the commercial market

Solvo Elevators Limited, Ahmedabad, India

May 2018 – June 2018

Design Intern – Elevator Controller

- Designed control mechanism for elevators with the help of a simulation in Simulink

## LEADERSHIP EXPERIENCE

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Led OPEX (Operation Excellence) Projects as a Project Manager, ABB

June 2020 – June 2022

- Piloted a cross-functional team to analyze information and identify the root causes of the problem
- Developed packaging solutions which resulted in improved productivity, quality, and savings of **31k USD**

Senior Club Director – RCNI, NIRMA University

April 2017 – April 2018

- Organized three commercial concerts in tier-1 city involving a crowd of **10000**
- The profits of the concerts were donated to social causes like India polio-free mission, India Teaching mission

## ACHIEVEMENTS

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Global IS Recognition – Stellar Award Constellation

Dec 2022

Won Operation Excellence award in Kaizen competition, ABB India Ltd.

Feb 2021

## TECHNICAL CERTIFICATIONS

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Google Data Analytics Professional Certificate, Google

Dec 2022

Operation Analytics, Wharton School of the University of Pennsylvania

June 2020

Lean Six Sigma Green Belt, Lean Methods Group

April 2020

## TECHNICAL SKILLS

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Hardware: PCB, Lean Six Sigma, 5S, JIT, Kaizen, DMAIC, RCA, Data Analysis, Process Mapping

Software: MATLAB, Minitab, SAP, Microsoft Power Platform, Office 365, RPA (Robotic Process Automation)

# JAGRUTI GARIA

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## EDUCATION

Northwestern University

Evanston, IL; Dec 23

Masters in Engineering Management, Concentration: Product Management, CSPO certified

Teaching Assistant–*Technical Product Management(MBAi course-Kelloggs)*, Events & Fans Representative–*Northwestern Athletics*

Coursework: NUvention in AI, Marketing, Decision Tools, Negotiation, Tinker Program, Leadership, Data Driven Decision Making

Savitribai Phule Pune University

Pune, India; Jun 15 – Jun 19

Bachelors of Engineering-Information Technology, *Head of Chess Association (Winner Intercampus competition - 2017 -19)*

Coursework: Entrepreneurship, Cloud Computing, Human Computer Interaction, Digital Marketing, Social Media Analytics

## SKILLS

- Technical Skills: Software as a Service (SaaS), Atlassian JIRA, Trello, MVC, One Identity tool, Azure, .net, HTML, Minitab, Tableau
- Business Skills: Problem-solving, Product Design, Product Road Mapping, Product Strategy, User experience, Customer Research, Marketing Strategy, Agile, Cross-Functional Leadership, Collaboration, Microsoft Office Suite

## WORK EXPERIENCE

Larsen & Toubro Infotech (LTI), *Software Engineer*

Pune, India; Jun 19 – Jul 22

*Member-Leadership Connect, Excellence Award (2021)*

- Developed Azure Active Directory by shifting on-premise Active Directory using the One Identity tool and achieved 100% Microsoft Supported scenario for Hybrid environments for all employee records
- Built Identity Management for seamless SSO functionality by increasing On-Premise dynamic membership groups synced in Cloud resulting synchronization in every 30 minutes providing secure authentication and authorization to employees
- Led a team of 4 and trained to spearhead project and collaborate as a team, resulting in delivery before estimated time and accepting 20 new tasks, gaining phase 2 of project
- Provided on-time delivery using Jira and Agile Methodology aligned with business plans and scrum/JIRA boards timelines
- Developed a SaaS platform for automating excel records for an insurance company using .net and Angular resulting in a reduction of manual work by 60%
- Analyzed new projects with Associate Director for "Leadership connect" to plan for deliverables and initial costing resulting in 100% efficient Agile team setup

Nirmitee, *Product Manager Intern*

Pune, India; Oct 20 – Nov 21

*Most Creative and Innovative Nirmitee (2021)*

- Implemented Agile and discovered new product features and prototyped interaction designs achieving user friendly UX
- Analyzed business requirements, created product roadmap and workflow analysis to create a rapid prototype usingigma and MVP within 2 weeks using customer journey maps and wireframes along with AWS setup and Twilio Integration
- Led weekly connects for 5+ projects and managed cross-functional team and translated stakeholder requirements into tangible deliverables in 2-week sprint
- Created use cases, user stories, MRD, BRD which led 4 product launches within estimated timeline
- Led product strategies and marketing by establishing relationship with stakeholders and achieved higher customer acquisition at the start of product launch

## PROJECTS

Eventful, *Product Manager*

Evanston, IL; Sept 22 – Dec 22

- Designed 100+ user stories to identify pain points and unmet needs and create different customer segments and prioritized the main features of the product and worked on it for initial phase
- Designed wireframes, created MRD, PRD and built MVP for initial testing of product on 5000+ users

StratSimSimulation Management, *Strategy Head*

Evanston, IL; Sept 22 – Dec 22

- Assessed SWOT/MOST and created strategies and tactics to align it with mission making better decisions w.r.t objectives
- Utilized market reports, test concepts to identify market opportunities, enhanced product features, and strategized pricing w.r.t inflation resulting in achieving gross margin above 18%
- Applied strategy for new concepts, major/minor upgrades, and cost reductions to increase net profit by 20%

Voyage, *Co-founder & Product Head*

Pune, India; Jan 22 – Aug 22

- Defined customer segment, built user stories, an MVP model, and deployed AI/ML suggestions generating curated poems/letters increasing customers by 40% in 1 month
- Launched website with 20+ curated products with multiple local artists collaboration resulting in 70% customer retention

## ACHIEVEMENTS & CERTIFICATION

- Certified Scrum Product Owner by Scrum Alliance
- Published book "1am - The self talk hour" by Bookleaf Publication listed on Amazon & Flipkart and sold 100+ copies (2022)
- Member of The Garage – an entrepreneurial community, currently working on a project in interest of education in university

# Juan Diego Gonzalez Alatorre

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[www.linkedin.com/in/juan-diego-gonzalez-alatorre](http://www.linkedin.com/in/juan-diego-gonzalez-alatorre)

## Education

- 2022-Actual Northwestern  
- Master in Engineering Management
- 2019 – 2020 MITx  
- Supply Chain Management Micro Master
- 2014-2018 Universidad Iberoamericana, Mexico City  
- Industrial Engineering

## Professional Experience

- Nov 2020-Actual **Coupa Software**  
- Business Spent Management Company that bring value as a service to our customers.
- Nov 2020– Actual **Solution Architect**  
- Specialist on delivery Network Optimization, Inventory Optimization and Transportation Optimization projects to top tier LATAM companies by ensuring customer success.  
- Created a strategy to obtain the optimal inventory policy for one of Mexico's top retail company, which projected reduction of stock out by 15%, and considered fill rate as a main driver.  
- Developed a service based on a need to improve customers' software adoption, interaction and usage of software to increase Supply Chain Design Planning maturity and competency.
- 2018– Nov 2020 **LLamasoft Inc a Coupa Software Company**  
- A supply chain design company that helps other companies make smarter decisions, faster.
- Apr 2020– Nov 2020 **Supply Chain Design Consultant II**  
- Develop and Implement a Covid Impact Analysis App, which measures the effect COVID-19 had made over the last 4 months and how it will be impact the future.  
- Creation of an inhouse Inventory Optimization Guide, which allows users to get their basic knowledge of inventory optimization.
- Jun 2018– Mar 2020 **Supply Chain Design Consultant I**  
- Specialist at understanding how the COGS are affecting the day to day supply chain network decisions.  
- Optimization of a business unit from a consumer good company, which involved the development of a new transportation system.
  - Inventory Optimization:
    - Optimization of the whole Inventory Network by applying a multi-echelon model, considering important values as Inventory Policies, Service Level of 95%, Cycle Stock, etc.
  - Network Optimization:
    - Evaluation and diagnosis of the optimal logistic location of warehouses for different multinational companies of Consumer Goods, with potential savings of \$0.4M dils
    - Optimization of the network which benefits companies by potential savings of \$45 M dils divided in 55% optimal production location, 35% optimal supply chain network, and 15% between suppliers' optimal network and optimal transportation fleet selection.
  - Transportation Optimization:
    - Optimize the frequency in which each store should be visit, from the Retail – Health sector

## Additional Information

- *Volunteer Work:* Fundacion Mitz, create an Inventory Control Tool that will help the management of Raw Material.
- *Technology:* Microsoft Office Suite (advanced), Tableau (advanced), Power Bi (advanced), SQL (basic)

# MAYANK GOYAL

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## EDUCATION

### Northwestern University

*Master of Engineering Management (Product Management Concentration)*

**Courses:** Marketing Issues, Decision Tools, Strategy Beyond Markets, Leadership, NUvention AI

**Certification:** Certified Scrum Product Owner (CSPO)

Evanston, IL

09/22 – 05/23

### Punjab Engineering College (Deemed To be a University)

*Bachelor of Technology in Computer Science & Engineering (CGPA: 8.18/10)*

**Honors:** Received Institute Honor for contribution to the Student Community

**Leadership:** Secretary at PECFEST leading 300+ students to manage relations & branding for 70+ sponsors

Chandigarh, India

07/15 – 05/19

## EXPERIENCE

### Cvent India Pvt. Ltd.

*Software Engineer II*

Gurugram, India

01/21 – 08/22

- **Product Development and Optimization:** Gathered & co-owned development and optimization projects for an event management application with 200K+ attendees resulting an increase in overall revenue by \$18M
- **Customer Experience:** Redesigned old Registration and Hotel Booking portal to a better user-friendly UI built using ReactJS and Redux resulting in onboarding of 2 new clients
- **Initiative:** Reviewed feature design and system workflows to identify product gaps and added 4 new features including event time zones management to help irradicate major customer pain points
- **Process Improvement:** Laid foundational framework setup and design development process for certifying features based on automation test cases written using JavaScript-based framework to cut down testing efforts to 60%
- **Team Leadership:** Led a cross-functional sprint team of 4 developers and facilitated them by conducting knowledge transfer sessions and unblocking team to improve sprint productivity to 90%

*Software Engineer I*

06/19 – 01/21

- **Innovation:** Identified major challenges in migrating code for the Conference application from a monolith to a multi-service application enabling better maintainability and optimizing average feature release time by 1/3
- **Deep Dive:** Increased efficiency of session management portal by refactoring complex database structures and queries in MySQL that helped in reducing response time from 45 seconds to 700 milliseconds
- **Customer Success & Adoption:** Launched multiple features such as Registration paths and Lead score & engagement leading to an improved customer satisfaction rating by 12%
- **Cross-Functional Collaboration:** Collaborated with peers from development, product, and project management teams to identify blockers in grooming sessions and reducing sprint planning time by 50%
- **Mentorship:** Trained and mentored 3 incoming engineers on microservices and frontend development technologies to streamline onboarding experience and decrease training time by introducing peer learning programs

*Software Engineer Intern*

01/18 – 06/18

- **Software Development:** Developed an internal language translation system to support over 21 global languages enabling users navigate the event's website in their native language thus increasing customer base by 50%
- **Agile Driven:** Attended agile ceremonies including scrum calls and end of sprint demos with stakeholders and customers to demonstrate progress on product roadmaps and take valuable feedbacks on areas of improvement

## PROJECTS

### Simplified Voyage, Product Manager

09/22 – 12/22

- Laid foundation for an AI based optimized itinerary generator by conducting user research, defining MRD and PRD for the MVP, creating wireframes and user stories and identifying appropriate monetization strategy

### StratSim Management Simulation, Project Manager and Analyst

09/22 – 12/22

- Spearheaded a profitable firm in car manufacturing industry by monitoring competitor strategies and implementing the Good-Better-Best pricing strategy to be the leading firm in family and luxury segments with 20% gross margins

## ADDITIONAL INFORMATION

- **Recognition:** 2 People choice awards for demonstrating ownership and leadership by Cvent
- **Programming:** SQL, JAVA, Python, JavaScript, ReactJS, GraphQL
- **Platform & Tools:** Microsoft Excel, PowerPoint, JIRA, Trello, Figma, Tableau

# SITANSHU GOYAL

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## WORK EXPERIENCE

**CleanestCharge**, United States

*(Sep-22 ~ Onwards)*

### *Project Intern*

- Teamed to vet solar output to battery energy storage for EV fast charging stations ensuring technical matching for totally DC-coupled microgrids

**Samsung Engineering**, India

*(Jul-10 ~ Sep-16) (Apr-18~ Jul-22)*

### *Principal Engineer*

- Headed 20-member teams to successfully execute Oil & Gas, Petrochemical, and Refinery projects totaling \$5Bn in CapEx across the US, Middle East, South-East Asia, and Russia; delivered large capital projects within limited budget and tight schedules
- Directed teams to prepare cost estimates for bid proposals aggregating to \$10Bn in value; won high-profile contracts
- Ideated system improvement processes by implementing "System Thinking" fundamentals to improve system efficiency by 25%
- Owned interactions with project stakeholders for milestone meetings, constructability & design reviews, involving negotiations and critical interface management issues
- Conceived value engineering ideas in consultation with senior management to reduce project CapEx by \$10Mn across different projects
- Prevented \$150Mn as liquidated damages by streamlining delivery of structural steel and pre-emptying the delay in construction at project site in UAE
- Conceptualized system development initiatives; achieved a 30% reduction in engineering man-hours through standardization

## Previous Experiences

**Bechtel Corporation & Fluor Corporation**, India

*(Jul-07 ~ Jun-10) (Sep-18~ Apr-18)*

- Led a 15-member team for the Front-End Engineering Design of a \$3.9Bn refinery upgradation in Indonesia
- Spearheaded coordination between cross-functional teams and vendors; delivered drawings 1 month ahead of schedule at Lyondell Basell's project site in Texas
- Collaborated with a multi-disciplinary team for the design of 700-ton modular structures in a \$300Mn refinery upgradation project in Roxanna, Illinois for Conoco Phillips

## EDUCATION

**Northwestern University**, United States

*(Anticipated Dec-23)*

Master of Engineering Management – STEM program

- Process & Project Management, Change Management, Strategy, Finance, Marketing, Clean Energy

**Thapar University**, India

*(Jun-07)*

Bachelor of Engineering (Major: Civil Engineering)

- First Division with GPA: 8.39 / 10, conferred merit-based scholarship (awarded to top 3 out of 46 students)

## CERTIFICATIONS

- "System Thinking" certification by "MIT xPRO"
- CSPO certification by Scrum Alliance

## SKILLS

- **Technical Skills:** Construction Project Management, Bid Proposals, CapEx optimization, Quality Control, OSHA compliance, Scrum, System-design, Minitab, Data driven decision tools, Linear programming, MS office suite
- **Soft Skills:** Stakeholder management, Negotiations, Technical writing, Cross-functional team leadership, Task ownership, Detail-oriented, Effective communication

## AWARDS & RECOGNITIONS

- Awarded 3rd prize from 125 innovation ideas submitted across all offices in Samsung's global innovation drive 2021
- Awarded with Bechtel's Leader+ awards in 3 different projects for demonstrating leadership, commitment, and collaboration

## VOLUNTEERING & INTERESTS

- **Community engagement:** Collaborated with Engineers without Borders (EWB) Houston Chapter and Bechtel's Houston team to build a biogas plant in a remote Indian village
- **Interests:** Equity investment, modern calligraphy, cooking Indian food, and traveling countryside

# Dyuti Ganesh Hasanabadi

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## EDUCATION

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### NORTHWESTERN UNIVERSITY, EVANSTON, ILLINOIS

Sept 2023 – Dec 2024

Master of Science, Engineering Management

**Courses:** Business Process Change Management, Project Management, International Business and Competitive Strategy (Kellogg), Negotiations

### PES UNIVERSITY, BANGALORE, INDIA

Aug 2014 – Jun 2018

Bachelor of Engineering, Electronics, and Communications Engineering

**Courses:** Probability and Distributions, Engineering management

## WORK EXPERIENCE

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### Deloitte Tax LLP, US-India, INDIA

Nov 2018 – Aug 2023

#### Lead Business Solutions Analyst (Senior Consultant)

June 2023 – Aug 2023

- Location lead for the Bangalore office. Responsible for the resources at Bangalore and overlooking the induction program for new hires and operations.
- Discussing the Individual Development Plan and mapping it with the global training and career resources available to enrich the growth of team members.
- Core team member of a Digital and Organization transformation project contributing to analyzing the risk and change impact of the new operating model.

#### Business Solutions Analyst II (Consultant)

Jun 2021 – May 2023

- Project lead and UAT lead for a \$1.2B tax transformation project.
- Primary escalation POC for the transformation project - periodically reviewed the risks and business impact, prioritized project scope/resourcing and deliverables, and ensured timely client and internal communications during the end-to-end process.
- Core team member of vendor evaluation assessment to build a tax product (global tax question bank).
- Strategized the business operation and support model for new products and scoped the L1/L2/L3 and escalation path.
- Trained support teams to internalize a new product and identify potential risks and common resolution scenarios to support the business.
- Conceptualized a strategy to increase the market share of the Global Mobility Tax business post a modified business operating model.
- Transformed the virtual new hire onboarding and simulation plan for a Tax business line. Adopting Deloitte's culture, Technology, and business processes was the focus.

#### Business Solutions Analyst I (Business Technology Analyst)

Nov 2018 – May 2021

- Gathered business requirements from users, stakeholders, and subject matter experts from 60-plus countries to develop/enhance the tax data collection tools and maintained a bank of 30000 Tax questions
- Designed and developed tools to extract the data from prior year tax returns into current year tax data collection questionnaires, with an estimated cost savings of 1500 hours.
- Automated translation of Tax content into 7 languages which saved 500 manual hours.
- Developed and implemented effective third-party integration applications to seamlessly connect Deloitte's Tax compliance tools to third-party software platforms to automate tax filing.
- Optimized and unified the data intake process from 60 plus member firms end to end across the world.
- Organization change management project - conducted a change impact assessment and developed a business process to transition into the new process seamlessly.

### Bosch India Ltd, Bangalore, Karnataka (Internship)

Sep 2018 – Nov 2018

#### Sales Data Analyst and Marketing Strategist

- Evolved market strategy by analyzing the sales data of Bosch Automotive Aftermarket products

## SKILLS

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- Project Management
- Project Feasibility Analysis
- Product Management (Agile Methodology)
- Organization Change Management
- Business Process Improvement/ Quality Assurance
- Marketing Strategy
- Vendor Relationship Management
- XML, XSLT, SQL
- MS Office - Advanced Excel, Powerpoint, Word

## LEADERSHIP AND ACTIVITIES

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- Coordinated the Global Senior Leadership Virtual visit and shortlisted the topics of discussion based on the key initiatives for the financial year
- Supported underprivileged children with academics and life skills
- Volunteered to be a COVID Warrior and supported the home quarantine/ Contact tracing/ Home quarantine campaign.
- Raised funds for animal shelters and environmental protection

# VILIN HEGDE

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## EDUCATION

**Northwestern University, The graduate school – Evanston IL**

Sep 2022 - Present

MS in Engineering Management – Managerial Analytics concentration

Relevant Subjects: Product Management, Operational Excellence, Engineering Management, NUinvention AI.

**Manipal Institute of Technology, Manipal**

Aug 2014 – May 2018

B. Tech in Mechanical Engineering and Minor in Management Studies (CGPA: 7.65 / 10)

- Successfully conducted the research project for Spheroidization and Material Characterization of Medium Carbon Steel.
- Instituted the Manipal Chapter of Engineers without Borders Organization and conducted a free of cost computer training camp for local population called “VITA”.

## WORK EXPERIENCE

**Suez Water Technology and Solutions; Bangalore, India**

July 2018 – Present

**Global Proposal Sourcing Estimator – South East Asia** | Part of a global procurement function centered in France, dedicated to own supply chain risks and sourcing activities for Suez and be the point of contact for all functions during bidding.

- Played a pivotal role as a costing expert to win the largest bid worth 50M USD in Malaysia, all during the Russia – Ukraine war and still managed to gain a profit margin of 27%, highest in Asia Pacific.
- Led as a consultant for Chief Executives in Suez Board for supply risk assessment in significant deals with Intel and McCain, which brought in a combined total of more than \$100M USD in revenue.
- Directly responsible for the first of its kind project win in Thailand as lead estimator connecting 4 major functions working in North America, Singapore and India to unlock opportunities in the 6.5 Billion Pharma market.
- Created a cost-only model for bought out equipment using Machine learning, as a baseline for the procurement team to use while negotiating, resulting in over 12% improvement in cost finalization and avoiding biases like the anchoring effect.
- Led a series of sessions to identify recurring overbudgeted commodities in the area based on recent projects. This helped to prevent potential overruns for next projects, saving 15M USD in just Q2 2021.
- Lead more than 20+ cost analysis reviews with Chief Procurement officer and Regional Business leader to drive strategic priorities in project planning to reduce margin erosion by over 15%.

**Proposal Sourcing Estimator – APAC & Middle East** | Lead all the major bid costing process in Southeast Asia, being the single point of contact for sourcing, quality, engineering, logistics for any large-scale bid.

- Instrumental in securing a 40 M USD deal with the Qatar Government as the lead negotiator and regional sourcing specialist, by introducing reverse auctioning processes and focusing on data driven decisions.
- Selected to be the regional expert for a project bid from the HQ in North America, adding value of 15% cost reduction and playing a central role in a diverse team of 7 different nationalities.
- Developed suppliers in low cost countries to fit the highest standards in oil & gas bids thereby bringing margin improvement of more than 250K USD+ in average and reduction in supply strain from local market.
- Launched the first manhour prediction tool in bidding with cutting edge data manipulation techniques, thus successfully predicting the hours with almost 92% accuracy.
- Actively lead all the Bangladesh region bids, by pooling the equipment that needs to be bought and leveraging volume, thereby getting an improvement of over 40% in prices.

**Graduate Engineering Trainee** | Fast track training on essential roles in supply chain, engineering as well finance, to create a holistic decision maker and future leaders in the business.

- Produced an alternate standard operating procedure, which uses all facets of production planning process as well as demand planning inputs to cut inventory cost by 12M USD and boost productivity by 35%.
- Analyzed the demand pattern of key products and grouped them into different categories flagging them based on critical raw material and current demand, reducing wastage of production by over 40%.
- Developed the first behavioral interview guide to end the unstructured interview processes and bringing standardization in recruitment across the organization.

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**Skills:** Python | C++ | SAP MM Module | Crystal Ball | Salesforce | Microsoft Excel | Microsoft PowerPoint |

# Chengkai Hu

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## EDUCATION

### Northwestern University – McCormick School of Engineering

*Master of Engineering Management (Part-Time)*

**Evanston, IL**  
*January 2023 - Present*

### University of Michigan – College of Engineering

*Bachelor of Science in Computer Science Engineering*

*Scholar at College of Engineering Honors Program*

**Ann Arbor, MI**

*April 2018*

- Coursework: Introduction to Algorithms and Data Structures, Introduction to Computer Organization, Database Management System, Introduction to Operating System, Web and Distributed System, Regression Analysis, Essentials for Computer Scientists, Data Mining, Software Development Design

## TECHNICAL SKILLS

C++, Python, Java, Golang, Gin, React.JS, Vue.JS, GraphQL, Spring, Flask, AWS, OCI, Kubernetes, Terraform, Docker

## WORK EXPERIENCE

### Oracle America Inc.

*Full-time Senior Software Engineer at Hybrid Service Management*

**Chicago, Illinois**

*Jan 2021-Present*

- Designed, developed, troubleshoot and tested software for Fusion Application under software engineering division
- Applied knowledge of software architecture to perform tasks associated with developing, debugging, or designing software
- Built enhancements within an existing software architecture and suggested improvements to the architecture

### Citadel LLC

*Full-time Site Reliability Engineer at Core Engineering*

**Chicago, Illinois**

*June 2020-Dec 2020*

- Built software and systems to help manage computer infrastructures and applications within the company
- Investigated, mitigated and resolved software issues in the normal development process
- Participated in system design consulting, platform management, and resource planning
- Ensured the reliability, availability and stability of software releases by creating tools for automation

### Expedia Group

*Full-time Software Development Engineer at Traffic Engineering*

**Chicago, Illinois**

*July 2018-May 2020*

- Built and delivered multiple RESTful APIs of managing traffic written in Java across multiple sites under different Expedia brands
- Developed tools and solutions for internal traffic analysts to better monitor and manage incoming web traffic to reduce costs and risks
- Monitored and maintained a healthy status of all infrastructure components within the team on a regular on-call duty

## INTERNSHIP EXPERIENCE

### Expedia Inc.

*Software Development Engineer Internship*

**Chicago, Illinois**

*May 2017-August 2017*

- Learnt React JS framework and built a front-end interface for a bid boost modal interacting with APIs to help improve ads targeting on different users, reduce inventories for hotel clients
- Designed and implemented an internal job rotation finder web application for applicants to find their best-fit positions during Expedia Hackathon 5.0
- Built a bid market visualization tool to visualize degrees of saturation of hotel ads bid markets across the nation and provide business insights for marketers, using Python and APIs from internal teams



# Vardhman Mahesh Hundia

✉ vardhman.hundia@u.northwestern.edu ☎ +91 9638400815 📍 Evanston, IL 60202 in vardhman-hundia  
🖱 vardhmanhundia.com 🌐 <https://github.com/vardhmanhundia>

## SKILLS

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**Soft Skills:** Product Management, Project Management, Strategic Planning, Teaching, Professional Mentoring, Agile Methodologies, Business Modelling, Product Development, Brand Development, Digital Marketing, and SEO Optimization.

**PM Tools:** Agile Frameworks(ClickUp, shortcut, asana, notion.io), Balsmiq, Microsoft Office Suite

**Technical Skills:** Python, Hadoop, DevOps, Full Stack development, Figma (UI Designing), Flutter (Mobile Development), WordPress, SEO, Digital Marketing, AWS

## EDUCATION

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### Masters in Engineering Management

2023 – present | Evanston, IL, USA

Northwestern University,

Rober R. McCormick School of Engineering and Applied Science 🌐

- Developing a system to compare the effect of sleep on productivity at work using statistical tools.

### BTech in Information Technology

2016 – 2020 | Kattankulathur, India

SRM Institute of Science & Technology 🌐

- **Instructed** multiple juniors as project lead in a technical club named IoT Alliance.
- Worked on **15** engineering projects including **various tech stacks** like IoT, Full Stack Web Development, Blockchain, Big data, and analytics

### Professional Certification for Project Management

09/2022 – 02/2023

Google 🌐

- Foundations of Project Management 🌐 , Project Initiation: Starting a Successful Project 🌐 , Project Planning: Putting It All Together 🌐 , Project Execution: Running the Project 🌐 , Agile Project Management 🌐 , Capstone: Applying Project Management in the Real World 🌐

## PROFESSIONAL EXPERIENCE

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### Senior Software Engineer 🌐

08/2020 – present | Jaipur, India

- **Leading** several in-house projects by organizing systematic design workflows and incorporating project management frameworks and methodologies for accomplishing goals.
- Conducted **skill training** and **performance improvement workshops** for corporate developers.
- Streamlined interviews by introducing **interview metrics** for all interview levels and monitoring new aspirants for a consistent and qualitative recruitment system.
- Promoted to **Senior Software Engineer** with the goal of ensuring the best knowledge sharing and that our office offers the **greatest level of customer satisfaction**.
- Developing large-scale MEAN stack application for Hotel Industry System with about 20 thousand entries/day making it a commercialized system for clients.

### Digital Marketing Manager (Part-time)

02/2020 – present | Ahmedabad, India

Whizkid Computers Pvt Ltd 🌐

- **Supervising** a team of designers, marketers, and analysts.
- **Restructured** company procurement procedure and implemented different official documents like Sow in the plan while communicating with designers and vendors.
- **Developed** marketing and branding strategy to enhance consumer reach.
- **Promoted** as **Digital Marketing Manager** with the intent to distinguish, attract customers, and enhance the digital image of the company.
- Implemented a **new e-commerce website and enhance SEO ranking** which allowed 400% organic traffic on the website.

## PERSONAL/OTHER

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### Meditation Coach

03/2022 – present

Wisflux Tech Labs

- Organized daily meditation sessions in the company for boosting productivity, and enhance energy and staff interaction.

# THRINATH IKKURTHI

Evanston, IL | thrinathikkurthi2023@u.northwestern.edu | +1 (773) 681-1331

## EDUCATION

### **Northwestern University**

Master of Engineering Management | Concentration in Product Management | CGPA: 3.75/4

Dec 2023

### **Osmania University**

Bachelor of Engineering in Information Technology

May 2018

## PROFESSIONAL CERTIFICATIONS & SKILLS

- Certifications: The Complete Agile Scrum fundamentals, JAVA SE6 Programmer Certified Professional, Pega Certified Senior System Architect
- Technical skills: C, Java, JavaScript, ReactJS, Figma, Jira, Git, SDLC, Market research, Regression analysis

## EXPERIENCE

### **Pega Systems Inc, UI Developer**

Jul 2018 - Aug 2022

- Led the effort to revamp key product features such as Email, Chat, and Task manager components in the customer service interaction portal, resulting in 4x lesser time to address a customer issue.
- Enhanced user experience of the product by working closely with the UX team in developing the Constellation design system, resulting in optimized workflows and 3x faster interactions.
- Redesigned scroll behavior using intersection observer API and other proofs-of-concept, resulting in 30% less page loading time.
- Tackled accessibility roadblocks of the product by improving the screen reader, color contrast, and keyboard navigation capabilities, resulting in a 92% Google lighthouse web accessibility score.
- Collaborated with cross-functional teams to identify and address 100+ technical issues in CRM applications.
- Automated component library by creating Jest and Enzyme-based unit tests, resulting in 80% code coverage.

### **Pega Systems Inc, Scrum Master**

May 2021 - Dec 2021

- Prioritized user stories with developers, aligning product vision with the customer needs and business strategy.
- Reduced the product understanding gap between the development teams and the Product managers by initiating weekly recurring meetings that resulted in 70% fewer bugs caused by missed use cases.
- Increased developer productivity by streamlining day-day meetings, reducing ad-hoc meetings, and limiting 90% of meetings to only one half of the day which resulted in completing sprint deliverables 25% faster.

## PROJECTS

### **Anytime Teatime, Product Designer**

Sep 2022 - Present

*An AI-enabled mobile app that allows users to create personalized tea blends based on their health preferences*

- Conducted market research to identify opportunities and customer segmentation, value proposition, and pricing strategy for the product.
- Designed wireframes, and mocks using Figma to communicate user flows and interactions to engineers.

### **Stratsim simulation, Business Strategist**

Sep 2022 – Dec 2022

*A simulation framework that maps strategic decisions with pricing, risk management, and project management planning*

- Improved product distribution and dealership coverage by analyzing firm preferences and market sentiments, which increased sales by 57%.
- Launched 4 vehicles by identifying new potential market opportunities, resulting in a 120% increase in revenue and 55% of total revenue from new vehicles.

## LEADERSHIP

### **Acumen - Technical Festival, Head of the Department**

Jan 2022 - Apr 2022

- Organized the city's biggest hackathon, Code for a Cause; hosted 450+ students from multiple cities.
- Partnered with 7 consulting firms and secured sponsorships worth \$25,000.
- Led UX/UI and Engineering teams in developing the website, mobile application, and fest branding.

# RIJO JACOB ROBIN

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## EXPERIENCE

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**Superior Graphite | Chicago, USA**

January 2020 - Present

*Group Product Manager*

- Leading global Technical Product Management group, responsible for hiring, training, and onboarding employees
- Managing company's entire carbonaceous material product portfolio including training strategy, roadmaps, and life cycle
- Devising and executing business and marketing plans and sales strategies
- Technical product strategy for energy materials (Li-ion, lead acid, fuel cell), drilling additives, tribology additives
- Technical advisor for procurement, production quality, and regulatory compliance teams
- Raw material supplier development support for natural and synthetic graphite, calcined petroleum coke, and industrial carbons

*Technical Product Manager*

January 2017 - December 2019

- Provided global technical and application support for two market segments: oilfield drilling additives, and polymer additives
- Created and marketed a new product, generating over \$4M in annual sales in the oilfield market
- Published multiple technical white papers and presented at industry conferences, showcasing product attributes in polymer tribology, oilfield drilling lost circulation, and metallurgical applications
- Primary contributor for all product-related technical content on company website and sales tools
- Implemented a new product change management concept and supported the transition into ERP workflow
- Developed a new product to increase thermal conductivity of polymers while keeping it electrically insulative (pending patent application)

**Superior Graphite Deutschland GmbH | Hoehr-Grenzhausen, Germany**

November 2014 - December 2016

*Application Engineer*

- Led product development technical activities for the polymer market
- Constructed new concepts for carbonaceous material sizing using air and mechanical mills to optimize surface chemistry and conductivity
- Developed data for polymer tribology in-house training and presented at international industry conferences
- Created a new graphite product compliant with EU food contact plastics regulation (EU) No 10/2011

**SolviCore GmbH & Co. KG | Hanau, Germany**

November 2013 - September 2014

*Research Engineer (Industry Thesis)*

- Devised and implemented a PEM Fuel Cell polymer membrane chemical durability testing
- Analyzed electrochemical analysis of fuel cell membrane performance, potentiometric titration-based polymer degradation studies, and carbon-catalyst polymer thin coatings
- Participated in developing Design of Experiments and analytical methods
- Technical IP writing and literature review

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## EDUCATION

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**Northwestern University | Evanston, IL, USA**

Expected June 2023

*Master of Engineering Management (MEM) Part-time candidate*

**Bremerhaven University of Applied Sciences | Bremerhaven, Germany**

August 2014

*Master of Science (MSc) in Process Engineering and Energy Technology*

Major in energy materials and material science

**University of Kerala | Thiruvananthapuram, India**

April 2011

*Batchelor of Technology (BTech) in Biotechnology and Biochemical Engineering*

Recipient of AICTE (All India Council for Technical Education) Tuition Fee Waiver Fellowship

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## PROJECT HIGHLIGHTS

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**3HN** | Northwestern University, [NuVention Energy](#) Jan 2023 – Present

- Evaluate opportunities in the green ammonia/green hydrogen industry, define a promising technology, create a business strategy and value proposition, and apply lean startup principles.
- Ultimately, if were to find a viable business case, plan to launch a clean energy startup

**Venture Capital Practicum** | Northwestern University, [Gen1Capital](#) Sep 2022 – Dec 2022

- Conducting technology and market research to identify promising startups
- Collaborating with founders, financial modeling and conducting technical due diligence
- Supporting portfolio companies, marketing efforts, and working with other venture capitalists
- Identifying new technologies and investment areas

**Technical Entrepreneurship Lab** | Northwestern University Jun 2022 - Sep 2022

- Launching a lean startup, building a management team and delegating responsibilities
- Developing a business model, identifying key customer market segments
- Creating a pitch deck and Pro-forma financial model for investors

**Design Thinking Lab** | Northwestern University Jan 2022 - Mar 2022

- Conducting design-based NPD in white spaces, utilizing open innovation and stage-gate process
- Mapping the technical landscape and implementing agile product development, lean NPD, and quality execution

**STRATSIM Strategic Management Simulation Lab** | Northwestern, [Interpretive Simulations](#) Sep 2021 - Dec 2021

- Strategic management simulation where teams compete directly against each other in the fast-paced automobile industry
- Integrating the functional areas of managing a business, strategic management, product development, operations, marketing, finance, organization, and international opportunities.

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## SKILLS & COMPETENCIES

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- Strong interpersonal and communication skills
- International work experience
- Detail-oriented and leadership skills
- Passion for change management
- Solid project management expertise
- Ability to perform well under pressure
- Proficient in MS Office, Open Office, IFS-ERP Solution, Smartsheet
- Fluent in English, Malayalam, with limited proficiency in German

# SANIL JAIN (he/him)

Mumbai / New Delhi, India

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Portfolio: <https://www.ssaniljainn.com/>

LinkedIn: <https://www.linkedin.com/in/ssaniljainn/>

## EDUCATION

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Northwestern University | Master of Engineering Management | Incoming **2023 - 2025**  
University of Mumbai, India | Bachelor of Engineering, Instrumentation | First Class **2016 - 2020**

## EXPERIENCE

- 
- 1. Freelance Maker and Consultant** **2020 - current**
- Organized workshops, presented at exhibitions with 1.5 Million+ reach, resulting in 1200+ deals made and increased sales by 358% within a week of launching an online marketplace for handicrafts.
  - Provided consultancy for Computer Vision and Robotics projects.
- 2. Maritime Defence Manufacturing Unit (SDE) | Robotics Software Engineer** **Feb 2021 - July 2022**
- Spearheaded the pioneering research in building UT Ajna, world's first Autonomous Drone Landing System on an autonomous gps-based NAVY Vessel. Created a simulated environment of the scenario with work done in Pose, Speed and Distance Estimation of the Moving Platform along with obstacle avoidance features, thereby reducing the budget of Rs 3 Cr (~367K USD) in physical testing.
  - Led a team of 7 for developing an Object Detection model deployed on a remotely accessed web for detecting animals using drones in the forest, a project for Telangana Forest Department.
  - Contributed to the Operations of Varuna - India's first indigenous Personal Aerial Vehicle inducted by the NAVY that was also presented in front of the Prime Minister of India.
- 3. Indian Space Research Organization (SAC) | Data Science Research Assistant** **June 2020 - Jan 2021**
- Optimized machine learning algorithm of Non-negative Factorization using structured prior information of Hyperspectral Imaging for organizing data into spatial groups using Superpixels in GIS Analytics and reduced the Sum of Absolute Differences by 172.89% abundance estimates.
  - Presented the work at conferences and suggested scope of our work with focus on sustainability.

## SKILLS

- 
- Business:** Market Research, Bootstrapping, Accounting, Design Thinking, Amazon/Google Analytics (certified), Microsoft Office, Advance Excel, Presentations/Documentations.
  - Tech:** Python, C++, OOPS Concepts, Linux/cmd, ROS, Autopilot Programming, XML, Flask, HTML-CSS, Computer Vision Tools, Dev-Boards.

## POSITIONS OF RESPONSIBILITY

- 
- As a Robotics club founder, organized 2 workshops for ~150+ students from various colleges.
  - Organized 3 Teaching Camps as a National Service Scheme Head for a total of ~400+ students
  - Organized 4 Donation Camps for blood and clothes and took leads from NGOs for assistance.

## TOP ACHIEVEMENTS

- 
- Runner-Up with 2.75+ lakh votes in **Times Fresh Face** national talent hunt.
  - 5x **State**, 10x **National**, and 3x **International Rope-Skipping** Gold and Silver Medalist.
  - 3x **Winner - Oxford Debates** of IEEE SFIT, UCE-SPEAK and VCET-FACEOFF.
  - Runner Up - National Level Showcase of **HCI-based Car Simulation** and **scrap-based Robotic Arm**.

## TOP PROJECTS | PROFESSIONAL CONTRIBUTIONS

- 
- Autonomous Obstacle Avoidance Drone** in ROS simulation for Final Year undergrad thesis at the **National Centre of Excellence in Technology for Internal Security, IIT Bombay**.
  - Interned at **HEMRL, Defence Research & Development Organization** to estimate distance/speed of a chaff cartridge ejected out of **Rocket Instrumentation** with 80.1% accuracy.
  - Volunteered for solely making a **Bionic Arm** and a **Plastic Recycling Mobile Lab** in a **makerspace**.
  - Volunteered for a **Delivery Drone** and a **GPS-based Drone** at **Dronitech**.
  - Prototyped an **IoT-based Hydroponic Farm** project for a **client from the US**.
  - Autonomous ROS based mobile robot** with robot localization, path planners and SLAM.
  - HCI and AI based **gesture doodling** on screen using computer vision.
  - AI-Powered **Jump Rope/Rope Skipping Speed Sprint Skips Counter**: Full Application with UI.

# CESH JAYAKUMAR

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## EDUCATION

<b>Northwestern University</b> Master of Engineering Management   Product Management concentration	Evanston, IL; December 2023 GPA: 3.9/4.0
<b>Indian Institute of Technology, Madras (IIT-M)</b> Bachelor of Technology   Mechanical Engineering	Tamil Nadu, India; June 2018 GPA: 7.1/10

## PROJECTS

<b>Vendo, Northwestern University, Product Manager</b>	September 2022 - Present
<ul style="list-style-type: none"><li>Ideated growth strategy to integrate self-heating packaging to Farmer's Fridge's product offerings &amp; presented the idea to company's leadership, enabling the company to expand into "warm-food" market segment &amp; boost its market share by 5%</li><li>Developed a GTM strategy including influencer marketing &amp; a point-based customer loyalty program, reducing CAC by 25%</li><li>Identified customer's unmet needs and defined the value proposition statement through quantitative research via SurveyMonkey involving responses from over 300 participants and capturing more than 20 customer interviews</li><li>Executed A/B testing to track DAU &amp; session duration metrics by publishing corporate landing pages using WebFlow</li></ul>	
<b>budget, Northwestern University, Product Manager</b>	September 2022 - Present
<ul style="list-style-type: none"><li>Headed a product team of 8 in creating an intuitive, all-in-one portal designed to solve student relocation &amp; moving needs</li><li>Defined an MVP for Android &amp; iOS based on real-time weight projections utilizing ML &amp; AI technology for 20MM students</li><li>Planned product roadmap using Confluence, prioritizing features by conducting market research &amp; competitor analysis</li><li>Refined the pricing strategy by introducing a dynamic pricing algorithm and estimated monthly revenue of \$1.2 million</li><li>Formulated user stories and drove product vision based on 3 different user personas to document detailed PRDs &amp; MRDs</li></ul>	

## PROFESSIONAL EXPERIENCE

<b>HCL Technologies, MES Lead Software Engineer</b>	Tamil Nadu, India; October 2018 - June 2021
<ul style="list-style-type: none"><li>Oversaw 9 B2B software development projects to implement enterprise-wide lean manufacturing for automotive clients</li><li>Improved human-machine interface for shop-floor activities by integrating real-time data, increasing uptime by 20%</li><li>Facilitated Agile ceremonies including daily stand-ups &amp; sprint planning using JIRA, promoting alignment among cross-functional teams of engineering, design, research, and operations, resulting in a 15% increase in project performance</li><li>Secured contracts worth \$40 MM for 4 projects by emphasizing software's productivity benefits to external stakeholders</li><li>Implemented feature prioritization using the RICE scoring model &amp; customized the software to user-specific requirements</li><li>Managed support operations, ensuring client satisfaction by understanding their needs, priorities and delivering prompt solutions; resolved complex high-priority production issues, reducing production time delays by up to 48 hours per month</li><li>Generated dashboards for tracking high-level operational and sales KPIs, reducing manual reporting by 8 hours per week</li><li>Implemented edge computing by integrating the hardware and software components, reducing latency to sub 100ms</li><li>Enhanced product quality by minimizing the defect rate to less than 1% by leveraging issue-tracking tools such as Backlog</li></ul>	
<b>Bharat Heavy Electricals Limited, Research Intern</b>	Trichy, India; May 2017 - July 2017
<ul style="list-style-type: none"><li>Designed and drafted detailed technical documentation for an alternate airflow measuring device in collaboration with the R&amp;D team, achieving a 90% reduction in unrecoverable pressure loss and an improvement in the power plant efficiency</li><li>Resolved acid dew point corrosion by cladding the walls, significantly extending the lifetime of the fuel gas duct by 30 years</li></ul>	

## SKILLS

- Product Skills:** Product Roadmapping, User-Stories Creation, User Journey mapping, Feature Development, Unit Economics, Wireframing, Prototyping, Risk Matrix Creation, Market research, Competitor analysis, A/B testing, User testing
- Business:** Project Management, Agile Methodology, Stakeholder Management, Data Analytics, Data Visualization
- Software Skills:** C#, C++, HTML, CSS, SQL
- Tools:** Trello, JIRA, Confluence, Adobe Creative Cloud, Figma, Tableau, Power BI, MS Office, Advanced Excel, Delmia Apriso
- Certifications:** Certified Scrum Product Owner, Lean Six Sigma Green Belt, Google Analytics 4, AWS Cloud Practitioner

## LEADERSHIP EXPERIENCE

<b>Mechanica - Department Festival, Facilities Head</b>	IIT-MADRAS; January 2017 - December 2017
<ul style="list-style-type: none"><li>Spearheaded facilities team of 8 coordinators and 10 volunteers, overseeing a budget of \$6800, in order to provide vital logistics support for the institute department festival featuring over 100 events</li><li>Implemented co-joint drinking water policies using historical data on foot traffic, mitigating shortages for 10,000+ people</li></ul>	
<b>Mechanica - Department Festival, Publicity Coordinator</b>	IIT-MADRAS; January 2016 - December 2016
<ul style="list-style-type: none"><li>Revamped the marketing strategy for the department festival by appointing representatives outside the college, witnessing around a 50% increase in the number of participants from the state of Kerala compared to the previous year</li></ul>	

# ANISHA KARA

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## EDUCATION

### **Northwestern University**

Evanston, IL; Dec 2023

Master's in Engineering Management; *Conc: Product Management & Marketing*

- **Courses:** Organizing for Innovation, Decision Tools, Artificial Intelligence, Marketing, Leadership & Organization Behaviour, Data Driven Decision Making, Finance, Accounting, Strategy, Human-Centered Product Design
- **GPA: 3.925/4.00;** Certified Scrum Product Owner

### **Kalinga Institute of Industrial Technology**

Bhubaneswar, India; Dec 2019

Bachelor of Technology in *Computer Science Engineering*

- **Relevant Courses:** Software Engineering, Big Data, IoT, Entrepreneurship, and People Management
- Represented 'The Ensemble Dance Crew' at State and Inter-University levels and won competitions

## PROJECTS

### **Strategic Management Simulation, Northwestern University, Project Manager**

Evanston, IL; Sep 2022 – Dec 2022

- Spearheaded team of 5 members in automotive manufacturing industry to build a long-term product strategy and achieved 30% market share in family customer segment
- Identified and evaluated new market opportunities and investment options, resulting in 5% improvement in overall firm preference and 10% CAGR in revenue over 10-year period
- Implemented GBB pricing strategy on product range, operated company at gross margin of 20% consistently over period of 10 years

### **Eventful, Northwestern University, Marketing Strategist**

Evanston, IL; Sep 2022 - Present

- Conducted market research and 50+ user interviews to understand customer pain points and their unmet needs
- Developed a go-to-market strategy by utilizing powerful data-driven insights that led the team in launching a product that resonated with target customers and achieved measurable market impact
- Proposed several monetization and product marketing strategies to meet consumer expectations and keep under \$600 budget while generating sales and revenue for business

## PROFESSIONAL EXPERIENCE

### **Accenture Solution Pvt Ltd, Application Development Analyst**

Bangalore, India; Jun 2021 - Sep 2022

- Led team of 5 engineers to perform mobile app accessibility testing for specially challenged people, resulting in 97% improvement in user experience and customer satisfaction score by 15%
- Spearheaded team of 3 engineers to integrate features of two big US banks mobile apps, improved customer satisfaction score by 10%
- Conducted daily scrums and prioritized more than 300 defects to closure in JIRA, and kept defect repository up to date resulting in improved user experience and user interface
- Implemented agile development methodologies to improve team collaboration, increase productivity and enhance product quality
- Mentored 15 new joiners to onboard in team and trained on data conditioning and automation tools

### **Accenture Solutions Pvt Ltd, Application Development Associate**

Bangalore, India; Jun 2019 - May 2021

- Built the automated testing coverage report generation framework for senior leadership, slashed the reporting time by 70%
- Designed a detailed test plan with more than 3500 high-level test scenarios based on requirements and functional specifications ensuring integrity of final product
- Managed cross-functional teams and stakeholders to deliver six software releases on time and within budget

## SKILLS

- **Technical Skills:** SQL, R, Tableau, PowerBI, Advanced Excel, Trello, Miro, JIRA, Confluence
- **Fun Fact:** Drove social media campaigns for various businesses in India, leveraged innovative self-created content strategies to increase product reach and engagement up to 100%

## AWARDS AND RECOGNITIONS

- Awarded "Client Value Creation" & "Lead with Excellence, Confidence & Humility" in 2022 at Accenture
- Achieved "ALL ROUNDER" award Feb'22 in 'MyExperience Talent Hunt' event at Accenture
- On the Spot award Sep '20 for amplifying client delivery in Accenture
- Recognition received in Global Village event - AIESEC – 2017

# SHREYA KHANNA

+1 (773)-312-6498 | shreyakhanna2023@u.northwestern.edu

## EDUCATION

- 2022 - 2023 **MC CORMICK SCHOOL OF ENGINEERING | NORTHWESTERN UNIVERSITY** Evanston, IL  
*Master of Engineering Management (Product Management major) | CGPA: 3.92/4.00*
- Coursework: Data Analytics, Product Marketing, Design & Innovation, Strategy, Finance
  - Leadership: Executive Board at Graduate Society of Women Engineers, Coach at Centre for Leadership
  - Extracurricular: Kellogg Business Healthcare Conference, Kellogg Tech Competition, FEV Consulting Case Day
- 2015 - 2019 **SRM INSTITUTE OF SCIENCE AND TECHNOLOGY** Chennai, India  
*Bachelor of Technology (Computer Science and Engineering) CGPA: 3.67/4.00 (Dean's Merit List)*
- Coursework: Data Structure & Algorithms, Artificial Intelligence & Machine Learning, Cloud Technologies
  - Leadership: Director Programming Association, Public Relations Head-SRMKZILLA, Music club
  - Awarded "Best Research Paper" award for pioneering work on "Machine Translation from Sanskrit to English"

## EXPERIENCE

- 2022 - Present **XCOEFFICIENT** (*Global leader in hardware, software, data, and machine learning system solutions*) Chicago, IL  
**Product Manager (ID Health- AI Health Assistant integrated with wearable devices), Sep 2022 - Present**
- Piloted successful Go-To-Market strategy for ID Health, through market/competitor data analysis, identifying ~33M target users, and securing C-suite support via presentations, resulting in an 8% increase in user traction
  - Spearheaded product development by defining requirements, coordinating with developers to prioritize features, validating MVP concepts through user feedback, resulting in a 25% increase in customer satisfaction
  - Undertook customer interviews, revealing vital needs and refining features, boosting product usage by 23%
- 2019 - 2022 **HEWLETT PACKARD ENTERPRISE (HPE) - ARUBA NETWORKS** Chennai, India  
**Software Engineer - Designer/Product Owner (Tools/Remote Console Session, RCS), Jan 2021 - Jul 2022**
- Led the concept-to-launch execution of the Remote Console Session, onboarding ~50+ clients, and improving the customer sign-up rate from 5 to 20%, resulting in a sustained customer retention and monthly sales rate
  - Implemented 10+ new features by analyzing gaps in the existing RCS feature set, boosting revenue by \$200K, received "Aruba Recognition Award" for meeting 95% of feature deadlines for the timely release of the product
  - Collaborated with engineering, design, testing and marketing teams to synergize cross-functional efforts, leading to a 15% increase in development efficiency and a 20% reduction in User Acceptance Testing timelines
  - Successfully delivered the Tools module MVP within 2 months, resulting in an 18% surge in user adoption and a 10% decrease in customer complaint tickets, confirmed through customer feedbacks and metrics tracking
  - Built an analytical dashboard for automation engineers, reducing manual test effort by 40%
- Software Engineer - Designer, (Install Manager Portal), Jul 2019 - Dec 2020**
- Elevated device deployment by designing user centric UX wireframes, incorporating valuable stakeholder feedback, resulting in a 12% increase in engagement and a 15% optimization of its conversion funnel
  - Monitored key performance indicators (KPIs) and conducted A/B testing to measure the success of the Install Manager's Product roadmap, resulting in a 25% decrease in site installation/deployment time
  - Steered an associate development team of 8 for automation failure analysis and reporting, by triaging failures in scrum meetings and resulting in a 20% increase in product reliability and 9% reduction in development costs
  - Organized industry-focused Graduate workshops, enhancing onboarding experience for 90 attendees
  - Awarded "SPOT Excellence" (top 5%) for project delivery excellence, promptly resolving 20+ customer issues
- Software Engineer Intern - Graduate Analyst, Jan 2019 - Jun 2019**
- Streamlined Instant Access Points (IAPs) management on Aruba cloud services by implementing automated regression testing, resulting in 12% improved accuracy and efficiency of IAPs
  - Accelerated network topology testing by 30% and improved smoke testing processes through REST API & Selenium automation, resulting in 25% more defects diagnosed through an optimized debugging process
- 2018 - 2018 **AMAZON CAMPUS MENTORSHIP SERIES, AMAZON** Chennai, India  
**Top 3% for women's national level Amazon Campus Mentorship Series, Jan 2018 - Jun 2018**
- Designed and developed an advanced Amazon web scraper and user-friendly Chrome extension, resulting in an 8% boost in user engagement and popularity of Amazon products

## ADDITIONAL DATA

- Skills: Python, SQL, JAVA, HTML, CSS, JavaScript, Google Analytics, Tableau, Figma, Trello, Git, JIRA, Scrum, Agile
- Certifications: Scrum Alliance's Certified Scrum Product Owner (CSPO), Data Science, Machine Learning
- Propelled 50% score improvement for 500+ children through curriculum design at education non-profit
- Ask me about: Travelling (10+ countries), Wellness and Meditation, Astronomy, Music, Swimming



# PRIYA KHOSLA

Chembur, Mumbai-400088 | khoslapriya73@gmail.com | +91 8879542350

## EDUCATION

**Welingkar Institute of Management Development & Research, Mumbai, India** **Apr 2021**  
(CGPA: 9.23/10)  
Secured Master of Management Studies in Marketing

**Shah & Anchor Kutchhi Engineering, Mumbai University, Mumbai, India** **Jun 2018**  
(CGPA: 8.87/10)  
Graduated with Bachelor of Engineering in Computer Engineer

## PROFESSIONAL EXPERIENCE

**KPMG India, Mumbai, India** | *Consultant – L&T & Hinduja Group* **Mar 2021 – Present**

- Working as an Account Executive for two multi-billion \$23B Indian conglomerate, advising them on key business priorities through technology transformation, business consulting and risk advisory solutions
- Won engagements worth \$1.5M and created a \$4M+ pipeline
- Executed engagements for client's digital transformation initiatives by working closely with KPMG's Lighthouse vertical
- Assisted in nurturing and managing the alliance relationship with client's technology businesses
- Aiding in client pitches and liaising with CXOs and Business Heads to increase KPMG service penetration

*Management Intern, Advisory* **May 2020 – Jul 2020**

Impact of Covid19 – Start-ups

- Researched and evaluated the impact of Covid19 on a focus list of 120 startups across sectors including financial services, e-commerce and software amongst others. Shortlisted and created individual dossiers for 32 identified start-ups for presentation to Venture Capital Funds

Functional Account Mapping

- Mapped L&T group for cross sell and up sell of KPMG services. Identified key decision makers across 10 divisions and 3 independent companies across 9 functions
- Designed email campaigns for cost optimization, performance, and inventory management

**Capgemini Technology Services, Mumbai, India** | *Data Analyst, Financial Services* **Sept 2018 – Nov 2019**

- Examined and analyzed data of Regulatory and Business Reporting applications for Nordea Bank using Teradata SQL Assistant
- Executed Incident Management through root cause analysis and performed validations for successful Regulatory and Compliance Reporting
- Headed Problem Management and provided solutions by implementing code changes in the production environment through cross-team collaboration

**SAS Institute Pvt. Ltd, Mumbai, India** | *Data Analyst Intern* **Jun 2017 – Jul 2017**

- Designed interactive dashboards using Data and Visual Analytics and Base SAS tools
- Extracted insights to address business problem statements for a sports retailer brand thereby increasing sales

## ACADEMIC PROJECTS

**Artificial Intelligence and its implications on market knowledge in B2B Marketing:**

- Effected secondary research to understand the usage of Artificial Intelligence for leveraging and improving B2B market analysis capabilities
- Conducted survey to identify roadblocks and perception of individuals towards using Artificial Intelligence

**Study on Customer Awareness and Perception of Payment Banks:**

- Explored need and applicability of Payment Banks in India. Performed statistical analysis by evaluating factors to understand the perception and feedback of Payment Banks from its users
- Presented suggestions for Payment Banks to enhance customer service

## COURSES AND CERTIFICATIONS

- Google Digital Marketing, January 2020 and Google Analytics, May 2020
- Advanced Excel for Business, September 2020, Analyzing and visualizing data with PowerBI, Coursera, July 2020
- Bloomberg Market Concepts, April 2020 and Teradata 14, November 2019
- Oracle Certified Associate (Java-SE-8), December 2018

## EXTRACURRICULAR ACTIVITIES

- Received the KPMG Impact Award for stellar performance and exceptional contribution to the growth in key strategic accounts (2022)
- Honored by receiving the Nivida Award for performing exceptional work in the activities related to social services and community development (2022)
- Attained the Leadership Excellence Award for outstanding performance and contribution to the college (2019-2021)
- Elected as the Placement Coordinator during Master of Management Studies: Led and managed the placement processes and onboarded companies to conduct hiring (2019-2021)
- Won Chakravayuh : A competition to assess technical expertise and management concepts at Jannalal Bajaj Institute of Management (2019)

# MARTIN LUTHER KING

Evanston, IL 60201

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## **EDUCATION**

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**Northwestern University**, Evanston-IL  
Master of Engineering Management

Expected December 2024

**University of Mines and Technology (UMaT)**, Tarkwa-Ghana  
Bachelor of Science, Electrical and Electronic Engineering

May 2018

## **PROFICIENCIES**

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- Engineering, Procurement and Construction (EPC) of power plant projects.
- Installation and commissioning of gas turbine generators, diesel generators electrical switchgears, and transformers.
- Troubleshooting electrical control, instrumentation, and power systems on electrical equipment.
- Ability to read and interpret electrical schematics, mechanical prints, and P&IDs.
- Coordinating with all levels and departments of organizational structure to plan and execute activities.

## **PROFESSIONAL EXPERIENCE**

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**Construction Superintendent, Genser Energy**

April 2023 – Present

- Liaising with in-house engineering team and third-party consultants to develop detailed engineering designs for electrical topics and project execution plans for a 135mmscf Gas Conditioning Plant. Also leading the electrical scope execution of a 33MW gas-fired power plant, coordinating service contractors and original equipment manufacturers (OEMs) of gas turbines, electrical switchgears and transformers to plant commissioning.

**Electrical Project Engineer, Genser Energy,**

December 2019-March 2023

- Worked directly with the EPC team to develop power plant electrical system models for two gas-fired and one diesel-fired power plants as well as other electrical system improvement projects to establish protection schemes, provide adequate data for the selection of equipment and materials as well as detail the technical specification documents for procurement. Interfaced between the design and construction teams to ensure proper implementation of design plans on the construction sites, coordinating a working group of electrical supervisors and service contractors to plant commissioning. I also performed on-site technical assessments for new clients as part of prefeasibility studies with our business development team.

**EPC Trainee, Genser Energy,**

March 2019 – December 2019

- Developed an operational strategy to facilitate exchange of technical information with the business development team, improving their efficiency during pre-feasibility studies for new clients. Supported the business development and finance team in building financial models, concentrating on translating technical information into cost components for thermal, wind and hydro power projects. I developed Gantt charts for new power plant projects to present and report project activities, timelines, action plans and provide progress tracking.

**Electrical and Instrumentation Graduate Trainee, Genser Energy,**

August 2018 – February 2019

- Worked with the electrical reliability team on a 40MW power plant. I was directly involved in root cause analysis on failed electrical equipment while ensuring stipulated mean time to repair (MTTR) to reduce plant downtime. I performed scheduled maintenance on the plant's fuel system, gas turbines and electrical switchgear as required by OEMs (Original Equipment Manufacturers). I prepared monthly and weekly electrical maintenance reports for senior management of the plant as well as energy billing reports for the finance team.

**EID Intern, Baker Hughes, a General Electric Company, Accra**

August 2017– October 2017

- Engaged in extensive research for a decommissioning project of a jack-up rig in the Saltpond oil field to assess the existing structure, understand the project scope and support in delivering a turnkey solution for the client. I established contact with a major stakeholder in the project, in line with our execution action plan. I was directly exposed to industry professionals and gained insights in contracting, service delivery, hitting revenue targets and dealing with competition in the oil and gas industry

## **HONORS AND AWARDS**

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- Ford College Community Challenge Grant with Enactus Project Team. July 2018
- National Union of Ghanaian Students (NUGS-UMaT) Hall of Fame Student Activism Award March 2018
- Finalist of the Social Venture Challenge; Harvard National Model United Nations Conference. February 2017
- Student Activist of the Year; University of Mines Excellence Awards April 2017
- Honorable Mention Award; LifeLink Model United Nations Conference July 2016

## **SKILLS AND INTERESTS**

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- **Computer Aided Design Tools:** AutoCAD, AutoCAD Electrical.
- **Project Planning Tools:** Microsoft Project, Microsoft Word, Microsoft Excel, Microsoft Power Point.
- **Electrical Software:** MiCOM Easergy Studio, CYMEGRD, ETAP, RsLogix 500, RsLogix 5000(Solar Turbines TurboTronic™ 5 Control System Operations)
- **Languages:** Fluent in English, Beginner French.
- **Interests:** Volunteering, Aircrafts and Soccer.

# VIJAYENT KOHLI

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## EDUCATION

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- Northwestern University** Evanston, IL, USA  
*Master of Engineering Management – (Product Management concentration), Full Time.* Sep 2023 - Jun 2024
- Birla Institute of Technology and Science (BITS-Pilani)** Pilani, Rajasthan, India  
*Master of Engineering in Computer Science, Full Time, 7.16 CGPA* 2013 - 2015
- Degree Dissertation – developed an adaptive model using Neural Networks to forecast weather at State level
  - Research Project – funded by *Govt of India*; exploited parallelism through clustering and mining algorithms; designed new notation for R-Tree for distance computation between multi-variate datasets
- Uttarakhand Technical University** Uttarakhand, India  
*Bachelor of Technology in Computer Science, Full Time, 7.94 CGPA* 2007 - 2011
- Top 1% of the class of 2011; President of the Technical forum and Secretary of the cultural forum.

## EXPERIENCE

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- Microsoft** Hyderabad, India  
*Senior Software Engineer* November 2020 – July 2023  
*Viva Learning, E+D; Technologies: C#, react-native, reactJS, TypeScript, JavaScript, Apollo GraphQL, HTML, xAPI, SVG, Junit*
- Managed client development and delivered features with a laser-sharp focus on responsiveness, accessibility, and performance across all the platforms i.e., iOS, Android, web, and desktop
  - Spearheaded web security integration, Authentication, Authorization, SSO using OAuth2.0, OIDC frameworks
  - Defined crucial scenarios, use cases, and end-user experiences for web and mobile client/front-end for features such as In-App Consumption, SSO Authentication with different IDPs, Pull-to-Refresh, and Optimizing GraphQL calls
  - Led a team to ideate, implement and integrate Metaverse app; encouraged learning culture within the team
  - Collaborated with engineering, leadership, PM and UX designers across the org to deliver critical features on time
- LawyerHomes** Bangalore, India  
*Entrepreneurial venture to serve the Indian market with unbiased lawyers and legal consultation; currently in the MVP state*  
*Head of Product; Technology* April 2017 – Present
- Strategic research, planning and management of the LawyerHomes web app to drive product value
  - Envision Product and Tech Roadmaps, interacting with customers and acting on in-depth understandings of user needs
  - Led Technical Design, UX and development; hired and mentored interns
- PayPal** Bangalore, India  
*Software Development Engineer 2 – Scrum Master – Team Lead* August 2017 – November 2020  
*API Gateway, RISK-Platform; Technologies – Java, Angular5, REST services, Microservices, Junit, Mockito*
- Developed an API Gateway Microservice which acts as a single-entry point for all traffic (>100 M) in PayPal Risk
  - Developed a Real-Time incentive abuse prevention which leads to ~1.8M USD savings for PayPal's India Domestic Program
  - Spearheaded a team of 9 over 6+ features as a Scrum Master over the complete Product Lifecycle
  - 2nd Runner up - Hackathon Championship - held worldwide amongst different PayPal Risk Domain Teams
  - Designed a solution to expose the Gateway service metrics to PayPal as well as to Open Source
- Oracle India Pvt. Ltd** Bangalore, India  
*Application Developer 2* July 2015 – August 2017  
*Oracle Sales Cloud, Desktop Productivity Suite, CRM; Technologies – Java, JavaScript, KnockOutJS, JQuery, Oracle JET, Oracle ADF*
- Developed front-end and back-end services for the next-gen cloud-based MS Office 365 plugin for Oracle CRM and Google Chrome; developed efficient modules for consuming and exposing REST services
  - Proposed design level improvements to Senior Director; increased service efficiency by ~80% through implementations

## ADDITIONAL

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- Languages: English, Hindi and Punjabi
- Tech Stack – FrontEnd – reactJS, react-native, TypeScript, GraphQL, HTML, CSS; BackEnd – Java, Microservices, Rest APIs.
- Tools – Spring boot, maven, git, azure devOps, azure cloud, docker, aws
- Skills – Scrum planning, risk mitigations, design thinking, mentoring, leadership.
- Hobbies and Interests – Trekking – Himalayan Range – Kedarkantha Peak at 12,500 ft; volunteering in Bangalore Lake development; mentoring – over 50 students; 4 times cross-country road trip traveler with two dogs

# FIDA PARWEEN

+1-773 312 6476 | [FidaParween@u.northwestern.edu](mailto:FidaParween@u.northwestern.edu) | [LinkedIn - Fida Parween](#)

## EDUCATION

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<b>Northwestern University</b>	<b>Evanston, IL   Dec 2023</b>
Master of Engineering Management, Product Management Concentration	GPA: 3.9/4
Coursework: <i>Product Management, NUvention AI Analytics, Negotiations for Engineers, Decision Tools</i>	
<b>Indian Institute of Technology, Kharagpur (IIT KGP)</b>	<b>West Bengal, India   Jun 2020</b>
Bachelor of Architecture & Regional Planning (Honors)	GPA: 7.65/10
Coursework: <i>Programming and Data Structures, Small Business Development, Design and Analysis of Algorithms</i>	

## WORK EXPERIENCE

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<b>Adrosonic, Mumbai</b> , Research & Innovation Engineer (UX/UI)	<b>Sep 2020 - Aug 2022</b>
<ul style="list-style-type: none"><li>• Prototyped and developed large-scale design changes to provide streamlined customer experiences for 9 <b>e-commerce</b> web and mobile applications using CMS tools like WordPress &amp; Magenta increasing yearly revenue by \$2.8MM.</li><li>• Led a UX design team of 3 and collaborated with <b>Agile</b> cross-functional teams of engineering, marketing, research, sales &amp; QA.</li><li>• Drove configuration &amp; branding for 12 member portals of a leading UK <b>Insurtech SaaS</b> platform serving underwriters, agents &amp; public customers and developed <b>Power BI dashboards</b> for tracking product KPIs, increasing customer lifetime value by 30%.</li><li>• Identified content gaps using <b>Google Analytics</b> and led the revamp of the company website by <b>UX design &amp; SEO</b> improving the conversion rate by 15% and an increase in active monthly users by 600 through increased engagement.</li><li>• Implemented <b>A/B testing</b> on email campaigns in collaboration with the marketing team, boosting lead generation by 20%.</li><li>• Managed stakeholder communication at weekly review meetings; presented insights on user research &amp; competitive analysis.</li><li>• Determined trade-offs between technical capabilities &amp; design requirements to prioritize user stories and define project roadmap.</li></ul>	
<b>Quimera Energy Efficiency, Dubai</b> , Research Intern	<b>May 2018 - Jun 2018</b>
<ul style="list-style-type: none"><li>• Calculated the baseline levels of energy consumption of 8 hospitality giants worldwide to facilitate savings worth \$24MM.</li><li>• Executed single and multiple <b>linear regression</b> using <b>Excel</b> on the historical weather, hotel occupancy &amp; heating/cooling data to determine retrofit solutions, resulting in a 15% reduction in energy demand and a 20% decrease in operational costs.</li><li>• Analyzed isolated trends including holiday spikes and hotel events to drive customized energy efficiency improvement initiatives.</li></ul>	

## ACADEMIC PROJECTS

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<b>ChargeHub, Northwestern University</b> , Product Manager	<b>Sep 2022 - Present</b>
<ul style="list-style-type: none"><li>• Led the product development for a real-time EV trip planning experience, aimed at reducing range anxiety and optimizing route planning with <b>AI &amp; ML</b> for a serviceable obtainable market of \$1.8B of 12.7MM EVs and 14MM EV chargers in the U.S.</li><li>• Devised a subscription-based pricing strategy &amp; introduced differentiation via peer-to-peer model for EV homeowners' chargers.</li><li>• Led customer interviews on 30 EV users and conducted <b>usability testing</b> on high-fidelity prototypes; generated PRO &amp; MRD.</li></ul>	

## PUBLICATIONS

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- **Whitepaper** | "E-Commerce Checkout Optimization", Adrosonic, Mumbai, India, 2022

## SKILLS & CERTIFICATIONS

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- **Product Skills:** User Research, User Experience Design, Web Development, Wireframing, Prototyping, Market Research, Product Roadmap, SEO, Stakeholder Management, Strategic Negotiation, Data Analytics & Visualization, SaaS, Agile Development
  - **Tools:** Figma, Adobe Creative Cloud, Power BI, WordPress, MS Office, HTML, CSS, C++, Minitab, Confluence, Trello
  - **Certifications & Memberships:** Certified Scrum Product Owner (CSPO), Lean Six Sigma Green Belt Certification, Google Analytics 4 Certification, Member of Product Development and Management Association

## LEADERSHIP

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<b>IIT Kharagpur Basketball Team</b> , Member	<b>Sep 2015 - Dec 2019</b>
<ul style="list-style-type: none"><li>• Represented college in 8 inter-college &amp; state tournaments; balanced academics with 20+ hours of commitment per week.</li><li>• Implemented team-building and clear communication in a highly competitive environment with a focus on yearly team goals.</li></ul>	
<b>Hall Basketball Team</b> , Vice-Captain	<b>Sep 2018- Sep 2019</b>
<ul style="list-style-type: none"><li>• Elected by a student body of 200 SN/IG Hall residents to lead the hostel basketball team in interhall tournaments.</li><li>• Organized events and provided vital logistics support for the Students' Centre and oversaw the mentorship of 18 students.</li></ul>	

# NANDANA NAIR K. S.

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## EDUCATION

NORTHWESTERN UNIVERSITY | Illinois, USA

Sept 2022 - Dec 2023

**Master of Engineering Management (Major: Product Management) | CGPA 4.00/4.00**

Relevant Coursework: Product Management, Organizing for Innovation, Decision Tools, Strategy Beyond Markets, Marketing Issues for Engineers

**Roles: In-Person Class Moderator – Kellogg School of Management, Director - Mentorship – Segal Professional Bridge, IGSSA Executive Board Member**

COLLEGE OF ENGINEERING, TRIVANDRUM – University of Kerala | Kerala, India

Aug 2014 - May 2018

**Bachelor of Technology in Applied Electronics and Instrumentation Engineering | CGPA 8.15/10**

Relevant Coursework: Engineering Management, Object-Oriented Programming, Process Dynamics & Control

**Roles: Sub-Editor – Voyage-CET Newsletter (2016-2018), Class Representative (2016-2017)**

## PROFESSIONAL EXPERIENCE

Siemens Technology and Services Private Limited – Siemens Advanta | Bengaluru, India

Jul 2018 – Aug 2022

Software Product Developer Engineer (January 2019 – August 2022)

- Drove the delivery of multiple independent components of Agile Scrum projects and utilized Agile and Scrum practices, such as daily stand-ups, maintained alignment between the product, testing, and engineering teams, and noted a 9.5% boost in growth performance.
- Conducted market research and presented the proof-of-concept product design prototype for independently-intelligent frequency converter drives to stakeholders at Siemens AG, successfully securing the project worth €65,000 for the department.
- Led a team of 4 junior developers in the development of an automation framework for the reduction of run-time firmware integration time, and implemented KPIs to measure the increase in integration efficiency resulting in a 40% decrease in wait-time for drive firmware integration.
- Mentored junior developers in product development and requirement analysis, managed communication through video conferencing tools and reduced Totally Integrated Automation portal (TIAP) integration time for Sinamics S drives by 20% using OKRs for tracking TIAP release timelines.
- Honoured with Growth Star Award in June 2021 in recognition for the contribution to Sinamics Startdrive projects to achieve business objectives.
- Led a team of 5 to ideate Urban Farmer, an innovative solution for urban gardening that won First Place in the Siemens DesignaTHON-2019 product design hackathon in open-category for outstanding design and cutting-edge prototype.

Graduate Engineer (July 2018 – Dec 2018)

- Coordinated and executed successful daily builds as the agile developer and a deployment representative to ensure 7.8% improvement in the development and device integration cycle.
- Improved 23% efficiency of automation framework for testing frequency converter drives in HSPs.
- Managed QA efforts by updating documentation, optimizing test scenarios, and enhancing the performance of Hardware Support Packages (HSP) for TIA Portal by 9%, and reducing manual integration effort by 12%.
- Prepared product requirement analysis, market research and communication with cross-functional stakeholder for new drive product features.

## PROJECTS

ChargeHub, Northwestern University | Evanston, Illinois

Sept 2022 – Dec 2022

As **Product Manager**, successfully led the development of ChargeHub, a real-time electric vehicle (EV) trip planning and route optimization experience, targeting a total addressable market of 26.4 million EV users and 29.2 million EV chargers in the U.S with the goal of reducing range anxiety and promoting sustainability.

- Conducted market research including target customer identification, competitor analysis, customer interviews with 30 EV users to define the PRD and MRD, and performed a product market fit analysis.
- Conducted usability testing on high-fidelity prototypes and native MVP, and defined the product roadmap and feature prioritization.
- Defined the unit economics, implemented a subscription-based pricing strategy, and introduced differentiation through a peer-to-peer model for EV homeowners' chargers.

VendO – Warm, Healthy Food On The Go – Innovation Strategy, Northwestern University | Evanston, Illinois

Sept 2022 – Dec 2022

- Ideated new real-world expansion opportunities, researched customer needs and preferences for the company Farmer's Fridge to enter a new "warm-food" market segment.
- Conducting interviews and proof-of-concept testing with RICE scoring models, and designed corporate landing page prototype using WebFlow.
- Pitched the growth concept of the product with respect to company 3-horizons-fit to the company's executives, and increase its ROI by 30%.

## LEADERSHIP AND VOLUNTEERING

Director - Mentorship | Segal Professional Bridge, Northwestern University

Nov 2022 – Present

- Plan roadmap, align progress, and communicate with key stakeholders to connect undergraduate and graduate students with industry mentors.
- Collaborate with the PDMA, PMI and multi-university professors, Alumni and Industry Relations staff to promote and organize The Whitespace Challenge 2023 – the midwestern inter-university product design competition.

Executive Board Member | Indian Graduate Students and Scholars Association (IGSSA), Northwestern University

Oct 2022 – Present

- Collaborated with the IGSSA Financial Management and the University to create roadmap and curate events under budgetary constraints.
- Coordinated cultural events, and oversaw social media content to spread reach and market events, established transparency for the donors.

Sub-Editor | Voyage-CET Newsletter, College of Engineering, Trivandrum

Aug 2016 – May 2018

- Led the editorial team of student content creators for the Official College Newsletter.
- Managed distribution and oversaw content layout and proofreading for monthly issues.

## SKILLS

**Business & Product:** Product Management, Project Management, Data Analytics, QA Testing, Agile Methodology, Market & Customer Research, Competitor Analysis, Go-To-Market Strategy, Beyond-Market Strategy, Product Roadmap, Customer Interviews, Product Feature & Requirement Analysis, Feature Prioritization, Product Definition, Stakeholder Research & Management, Mock-up Creation, Wireframing, Prototyping, User Journey Mapping

**Software:** Visual Studio Team Foundation Server, Minitab, Microsoft Office (Word, PowerPoint, Excel), Trello, Webflow, Figma, C#, C++, SQL, Python

**Hardware:** Sinamics Drives, Simatic PLC, Electronics, Microcontrollers

## CERTIFICATIONS

Certified Product Scrum Owner (CSPO®) | Scrum Alliance, Credential ID 001458372

# Amrendra Kumar

amrendra2k1@gmail.com 331-254-9002

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## EDUCATION

**Northwestern University**, Evanston, IL

Master's In Engineering Management (Product & Program), Expected June 2023

- Courses covered are Engineering Management, Technical Negotiation, Decision Tools, Marketing, Accounting, Finance, Supply Chain Business Law, Business Strategy, Leadership, and Product Management.
- 3.75/4 GPA.

**SASTRA Deemed University**, Tamilnadu India

B-Tech Electronics and Communication Engineering, SASTRA, June 2006

3.6/4 GPA.

## PROFILE

A dynamic professional with 16+ years of experience in Managing and Leading embedded product design, development, and production, held various roles including Director, Technical Manager, leading the product design team, and as an individual contributor for various award-winning products over the years. A thorough professional with a proactive approach, capable of thinking out-of-the-box solution ideas for new product design and production.

## PROFESSIONAL CERTIFICATIONS

- Scrum Alliance Certified Scrum Product Owner (CSPO®).
- Project Management Institute PMP® Certified.
- Management and Strategy Institute Six Sigma Green Belt Certified.
- Management and Strategy Institute Lean Six Sigma White Belt Certified.

## TECHNICAL SKILLS

- Expertise in full PDLC Product Development from Product Concept to Product Maturity in the market.
- Affluent in all aspects of product development, specification, planning, vendor and component selection, compliance, verification, safety validation, testing, and documentation.
- Product Definition by-product trade-offs in terms of Product Cost, Time to Market, Features, and Performance.
- Architecture design and Validation by various measures like PoC, Feasibility Analysis, or key technology Tradeoffs.
- Strategic Choice among various Wired and Wireless (Wi-Fi, ZigBee, BLE, Sub GHz, etc.) Connectivity options. Expertise in adding IoT connectivity for various Industry verticals like Security, Surveillance, Medical, Telecom, and Retail, etc.
- Multi-processor-based product design experience consists of high-speed interfaces like DDR, LPDDR, PCIe, Ethernet, XAUI, and USB.
- Microcontroller-based industrial product design consists of interfaces like I2C, SPI, CAN, LIN, RS232, UART, and RS-485, etc.
- Manage P&L by managing Revenues Vs Budget and keeping key stakeholders informed.
- Discussions with customers to fine-tune requirements and craft technology solutions.
- Led Quality Initiatives for process improvement across the organization for continual improvement.
- Developed product using various Controllers and Processors like Freescale i.MX6S/D, MPC830X, MPC8540, MPC8560; Texas Instruments AM572X, AM3354, DM8127, DM6446, AM1808 DMVA2; NXP ASC301X, ASC31XX, LPC2132, PIC24F, Altera and Xilinx CPLD/FPGA; Qualcomm 660e and 410.
- Experience in preparing different documents like System requirement specifications (SRS), Hardware design documents (HDS), User guides, quick start guides, and Brochure for the product, etc.
- Products received various accolades at international levels including the Best of Biometrics Award (ISC 2014/15), and the CIO100 Award.

## LEADERSHIP SKILLS

- Managing and collaborating with customers, partners, suppliers, and cross-functional Engineering teams to ensure the timely roll-out of products.
- Excellent communicator in keeping project expectations aligned with all stakeholders in a timely and efficient manner, managing multiple conflicting priorities.

- Detail-oriented, result-driven, excellent analytical skills, self-starter to drive tasks with a sense of urgency, and Proven leadership skills that result in successful solution delivery.
- Excellent verbal and written communication skills, strong problem-solving, and avid multi-tasker. Have experience leading global teams comprised of diversified people.

## **EMPLOYMENT HISTORY**

### **Lightfoot Technologies Inc, Chicago, USA**

#### **Sr. Technical Manager, September 2019 - Present**

- Supervised design and development of Vessel tracking system product design with a team of 8 people for a boat from a napkin paper idea from the customer, 1000unit in the field, the system has a 24X7 boat tracking system using multiple wireless protocols 4G/SAT/Wi-Fi/GPS and sensors
- Productize a wireless baler sensor with a team of 5 people and supplied to customer 3K unit baler to optimize and automate visits to a recycling company. resulted in 30% fewer visits by the dumpster and resulted in saving \$1M each year for clients.
- Created Contactless ticketing device development in liaison with the design development team and client. 2K units were produced and shipped to customers with a 50% margin to the company.
- Directed engineering and production team responsible for certification of Wi-Fi access point as per FCC, CE, UL standards, delivery of 35K units to the customer making sure of Quality and timely delivery. The production, testing, and shipment at a 40% margin. The revenue from production is \$15M.

### **BluesunHitech Solution Pvt. Ltd, Chennai, Tamilnadu**

#### **Director Hardware Engineering, March 2019 - August 2019**

- Built a team of 10+ talented electrical engineers for electronics product development
- Setup process and procedures in place for embedded product development
- Guided team for embedded product certification as per FCC and UL standard

### **eInfochips Inc, Cincinnati, USA**

#### **Technical Lead, August 2013 - February 2019**

- Lead a team of 8 people consisting of electrical, mechanical, and firmware engineer to design an industrial tablet platform using a Qualcomm 660e processor. The platform is constructed in such a way as single hardware & Firmware for 5", 7", and 10.1" tablets. Although the mechanical enclosure and display are different for each model. Development completed and ten nos of prototype delivered within estimated time and budget.
- Define Product Architecture design, development, testing, and pilot production with a team of 8 engineering professionals of Wi-Fi 3.0 access point with dual 360 deg for shelf occupancy monitoring and communication with different sensors over Zigbee and Bluetooth. The device development is focused on the TI AM572X processor.
- Coordinated and led Battery-operated custom handheld design around TI AM1808 processor with a team of 8 engineers. Post-development pilot production and field testing performed later supervised 80K unit production over the next 3 years and resulting in \$5M saving for the company. Trained a team of technicians to support handheld device return and repair, device sustenance improvements are done using a Pareto chart.
- Design and develop different wireless sensors Temperature, Light, Humidity, and door sensor to connect with Zigbee Gateway.

### **Sr Electrical Engineer, eInfochips Ltd, Ahmedabad, India**

#### **Electrical Engineer, February 2010 - August 2013**

- Designed Biometric access control product around NXP i.MX6 Arm cortex-A9 processor. Involved in end-to-end product development starting from the block diagram, component selection, Schematics design, Layout review, SI Analysis, board bring-up, Functional testing, EDVT, environmental testing, and certification. the device received the best biometric award at ISC West 2014/15.
- Performed Schematics design and layout review for SOM and carrier card for MPC8306, 08, and 09 Freescale processor, a single carrier card is developed for 3 different SOM cards, saving 33% cost of independent evaluation board development. Involved in complete hardware development and certification.

### **GDA Technologies, Chennai, India**

#### **Hardware Engineer, August 2006 - November 2009**

- Designed 3U and 6U power supply cards for the GSM base station.
- Performed Integration and functional testing for ATCA-based GSM base station.
- Conducted Engineering design validation testing for T1/E1 card and Integrated switch control card.



# Shubham Lnu

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## EDUCATION

<b>National Institute of Engineering, India</b> <i>Bachelor in Engineering (Major: Computer Science)</i>	2014-18 Grade: 8.16/10.00
<b>Robert H. Smith School of Business, University of Maryland</b> <i>Master's in Business &amp; Management (Online)</i>	2023 Pursuing
<b>Northwestern University</b> <i>Master's in Engineering Management (Major : Product Management)</i>	2023-24 Pursuing

## WORK EXPERIENCE

<b>Trinity Life Sciences</b> <i>Senior Business Analyst - US Life Sciences</i>	Bengaluru, India Dec '22 – Present
<ul style="list-style-type: none"><li>Developed an interactive dashboard tool showing monthly trends using VBA macros to evaluate simulated impactables through multiple scenarios for one of the largest pharmaceutical companies in US so to assess effectively their marketing investments and strategies.</li><li>Designed Power BI dashboards using large data sets for a pharma client to help them understand the market effectiveness and observe overall and detailed view for each of the five marketing channels through different KPIs for two of their new drugs.</li></ul>	
<b>EY Parthenon - US ( part of EY GDS )</b> <i>Assistant Manager – US Healthcare &amp; Lifesciences (Contract)</i>	Bengaluru, India May '22 – Dec'22
<ul style="list-style-type: none"><li>Assisted the firm Partners in analyzing and creating deliverables to help a healthcare provider in Southern Indiana to optimize its modalities usage by <b>recommending purposeful prioritization and accommodation</b> of the said modalities, thereby to <b>achieve a tangible growth potential of 55%</b></li><li>Developed a <b>competitive landscape</b> using zip codes and leveraging Alteryx and Power BI for a health system in Chicago MSA as a part of its growth strategy to <b>indicate 15% locations</b> still requiring better accessibility to quality healthcare.</li></ul>	
<b>Deloitte Consulting LLP</b> <i>Consultant – US Healthcare Industries &amp; Services</i>	Bengaluru, India Oct '18 – Apr'22
<ul style="list-style-type: none"><li>Designed an end-to-end automated workflow using RPA tools to update over 1000 medicational records monthly for the EHR systems in place at one of the largest <b>non-profit US healthcare systems, CommonSpiritHealth</b>, that is <b>estimated to save for the firm nearly 2800 hours every year for two major markets (i.e Washington and Texas)</b>.</li><li><b>Pioneered</b> an automated solution that <b>helped analysts deliver on high-priority incidents in less than an hour compared to 48 hours before, impacting critical patient care</b> by helping with seamless medication ordering in the urgent hours.</li><li><b>Developed this automated solution</b> to as well <b>cut down</b> the duplicate requests and incidents <b>by over 95%</b>.</li><li>Formulated an interactive dashboard, for the <b>healthcare system in Ohio, Cleveland Clinic</b>, to <b>display 2000+ scheduled training classes</b> with the required KPIs for the client to start its operations in London; <b>helping the client leadership to accommodate the classes to occur within a span of 16 weeks compared to over 25 weeks. (Business Intelligence)</b></li><li>Led a team of 3 to help create an excel VBA tool to assess and readily forecast resource utilization for a project of over 15 teams comprising 100+ members, facilitating leadership in better decision-making and <b>reducing hours utilization by 20%</b>.</li><li><b>Fostered Deloitte culture to 15+ new hires</b> via the Buddy program, <b>mentoring them throughout the onboarding journey and hence helped consolidate any roadblocks</b> that came whilst their initial project deliverables.</li><li><b>Headed an initiative to build a proof of concept</b> to revamp a paper-based process in hospitals to a web application-based process <b>reducing manual effort by 80% and by introducing cloud storage to make data storage simple.</b></li></ul>	

## ACHIEVEMENTS

<b>Deloitte Spot Award</b>	Bengaluru, India
<ul style="list-style-type: none"><li>Awarded for being flexible and delivering automation solutions for the two US markets a month ahead of the deadline, saving 200,000 USD in revenue for the client.</li></ul>	
<b>Global Governance Initiative Impact Fellow '21</b>	Delhi, India
<ul style="list-style-type: none"><li>Selected via a case solving competition for the problem statement: "How to reduce income inequality in India by 20%?"</li><li>Published a white paper on "<a href="#">Fitness - A Product Management Case</a>"</li></ul>	
<b>Speak for India Programme - A Debate Competition</b>	Mysuru, India
<ul style="list-style-type: none"><li>Shortlisted as the contestant among 50+ finalists to represent the Mysuru region at the National level.</li></ul>	
<b>National Entrepreneurship Network (NEN)</b>	Mysuru, India
<ul style="list-style-type: none"><li>The SOS API idea proposal that involved alerting for urgent primary health services in rural areas got shortlisted.</li></ul>	

## LEADERSHIP AND VOLUNTEERING

<b>Secretary (Marketing)   IEEE Chapter for National Institute of Engineering</b>	2017
<ul style="list-style-type: none"><li>Led a core team of 12 members to run a marketing campaign throughout the campus and conducted over 10 public presentations comprising 600+ attendees in total, earning 400+ membership sign ups making the campus chapter the largest in the state of Karnataka; along with training 35+ volunteers to help and run the IEEE chapter.</li></ul>	
<b>Co-founder   DCodeReapers   Web Dev Consulting Group</b>	2016
<ul style="list-style-type: none"><li>Initiated a web development project to create a forum for teachers and students to share notes, ideas, etc which helped the team grow from 2 members to over 20 members in a span of one month.</li><li>Trained the new members in the latest web technologies to develop websites for MSME businesses so as to provide digital reachability to their customers in further parts of Mysuru, increasing the monthly footfall by 25-30%.</li></ul>	
<b>Smart-Grid Awareness Program   A Summer Workshop</b>	2016
<ul style="list-style-type: none"><li>Selected to work with UW-Madison to create a single-page web application explaining functions and benefits of smart-grids to local sponsors and, thus, implement smart-grids to reduce energy waste in the local parts of Mysuru.</li></ul>	

## SKILLS

- Programming Skills : Python, VBScripts, VBA
- Database Management: SQL, Azure Databricks
- Web Development Tools : HTML, CSS, Javascript
- Visualization Tools: , Advanced Excel, Power BI, Figma
- Analytics Tools : Alteryx
- Automation Tools : Automation Anywhere
- Other Tools : EMR/EHR, MS Office, MS Powerpoint

## HOBBIES

- Run and maintain a poetry page on Miraquill - a social network for poets.
- Bike touring; covered over 3500+ km of Deccan plateau and coastlines.

Public

## ADITYA MANIKANTAN

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### ACADEMIC QUALIFICATION

**Master of Science in Engineering Management**, Northwestern University, Evanston Illinois. **Ongoing**  
**Bachelor of Engineering in Mechanical Engineering**, Sri Ramakrishna Engineering College, Coimbatore, Tamil Nadu, India; Aggregate/CGPA: 8.32 **May'20**

### WORK EXPERIENCE

**Inside Sales and Project Engineer, Emerson Automation Solutions, Chennai** **Feb'21 – July'23**

- Responsible for the Natural Gas and LPG Products and skids business in the Middle East and Africa region.
- Responsible for the Sizing calculations, selections of products, creation sub supplier data sheets, designed General Arrangement drawing (GAD), costing and BOM and submit the technical and commercial offer for the project
- Supported outside sales to win orders and also closely worked with the project management team to successfully execute the orders.
- Improved the win rate and number of projects handled by the NG team.
- Developed a sizing tool for streamlining the process to improve the lead time and efficiency.

**Intern Engineer, Flowserve India controls private limited, Coimbatore** **Dec'19 - May'20**

- Supported the Customer service and order acquisition team by helping them size and select suitable pumps as per customer specifications and Handled two complete projects.

**Sales Manager for "Phoenix Racing" BAJA, Coimbatore** **Mar'17 – Apr'19**

- Designed and manufactured an ATV to race in a competition across India and came 13<sup>th</sup> out of 230 teams.
- Conducted presentation to various companies and increased the number of sponsors during my tenure.
- Created A marketing model to sell 25,000 units of ATV and also made A real time business model in the Racing Industry for sales competition for Enduro Student India

**NBTC Fabrication Company, Kuwait** **Mar'17**

- Studied about the various machining equipment and process along with different welding techniques.

**Kuwait National Petroleum Company, Kuwait- Clean Fuel Project** **Mar'17**

- Installation of various boilers, pumps, gas compressors of the CFP project in KNPC for sulphur free products.

### PATENTS AND PUBLICATIONS

- Automatic footrest mechanism for two wheelers. Indian Patents - Reference Number: 201941030510. Invention is patent-pending and the First Examination Report in under evaluation.

### AWARDS & ACHIEVEMENTS

- Best Performance Award from MEA Head Office for quick learning, ownership and customer centric focus. **Oct'23**
- Led the training program for our customers and partners at the MEA head office **July'23**

### POSITION OF RESPONSIBILITY

- Involved in the digitalization of trainings by Emerson Chennai for global access of our course materials.
- Executive member of Ministry of Health and Rural Development (MHRD)- SREC Council, Mechanical Engineering Association, Institute of Engineers and Society of Automotive Engineers

### TECHNICAL SKILLS AND COURSES

- Design and Analysis Software: AutoCAD, Dassault System - Solidworks, Catia, Ansys
- Programming language and business tools: C, C++, CRM, Oracle and PowerBI
- Digital Manufacturing & Design, Advanced Manufacturing Process Analysis, Digital Thread: Components, Digital Thread, Intelligent Machining conducted by University at Buffalo & The State University of New York on Coursera.

### ACADEMIC PROJECTS

- Modelling and Implementation of an effective production System through Value Stream Mapping for a Foundry Process **April'18**
- A mechanism for automatic opening and closing of footrest in two wheelers **April'19**
- Intelligent Industrial Trolley **May'20**

# Anna Mbowe

Chicago, IL 60606 • [annambowa2024@u.northwestern.edu](mailto:annambowa2024@u.northwestern.edu) • +1 (405) 808-9908 • <https://www.linkedin.com/in/anna-mbowe-4a3b40126/>

Highly adaptable and outcome-oriented industrial and systems engineer with excellent interpersonal skills.

## EDUCATION

**Master of Science, Engineering Management** – Northwestern University, Chicago IL

September 2023 – December 2024

**Bachelor of Science, Industrial and Systems Engineering** - University of Oklahoma, Norman OK

Aug 2016 - May 2020

**Honors, Scholarships & Awards:** Davis United World Scholar (2016 - 2020), President's Honor Roll (May 2020), Dean's Honor Roll (2018, 2019), Sooner Heritage Scholarship (2018, 2019)

## SKILLS

**Skills & Hobbies:** Process optimization & Operational excellence, Project Management, Inventory Management, Technology Consulting, Change Management, Data Driven Decision Making I & II, Statistical and Data Analysis, Strategic analysis, Technology Impact Communication, Interpersonal Skills, Alteryx/SQL/Tableau (Basic), Account management, Ergonomic design, Finance and economics, Risk Identification & Mitigation, Arena Simulations, Solidworks/AutoCAD, Visual Basic for Applications (VBA)/Excel, Visual Art, Photography

## LEADERSHIP

**Executive Board Member,** International Advisory Committee, University of Oklahoma

Co-ordinated and managed successful cross-organizational events for approximately 2,000 people - managing costs, people and schedules. Organized informative panels and dinners to allow for learning, networking and connecting

## EXPERIENCE

**Ernst & Young**

December 2021 – June 2023

Technology Risk Consultant

Chicago, IL

- Integrated technology and human experiences in order to effectively evaluate, design and optimize processes, systems and accounts in an unstructured environment, working simultaneously across numerous projects in a cross-functional network. This required high multitasking and prioritization skills.
- Gained in-depth and systematic knowledge of projects, products, clients, and relevant stake holders in order to act as a consultant and problem solver.
- Acted as a senior consultant which entailed strong management, delegation, and verbal and written communication skills, while overseeing several projects.
- Extracted data and assessed and tested application & security controls within integrated financial & operational systems, including Enterprise Resource Planning (ERP) tools, such as SAP, Salesforce, PeopleSoft, Cisco, AWS and Azure in order to give adequate reporting, advise best practices and optimize their use.

**Goldman Sachs**

July 2020 – December 2021

Operations Management Analyst - Global Markets

Dallas, TX

- Conducted complex cross-functional collaboration across approximately 20 international teams in order to amend inaccurate trade transfers and payments, resulting in increased daily trade efficiency by 65%, while managing client and customer relationships. Worked in a fast-paced and efficient environment.
- Executed and monitored processes throughout their life cycle, using quality and reliability engineering concepts in order to mitigate risks and save billions of dollars per hour. Examined relevant financial statements and documented relevant results in order to manage profits and losses.

**Goldman Sachs**

May 2019 - Aug 2019

Operations Summer Analyst – Global Markets

Salt Lake City, UT

- Conducted a 2-factor statistical analysis to optimize a daily organizer app by examining the combined effects of multiple factors on the apps efficiency.
- Analyzed and examined the obtained data using mathematical modelling and ANOVA statistical methodology in order to divide into sub-problems and create a structured plan for proceeding. This resulted in it being used full-time hence more team accountability and reliability.

## PROJECTS

Hospital ER design - Arena Simulations Project

Aug 2019 - December 2019

- Used arena simulations software to design and optimize a hospital ER system. Examined the statistic distributions of each step (from patient check-in to check out) in order to make accurate calculations, resulting in the most efficient ER layout where the most people were examined with the lowest wait time.
- Modelled a real-life ER, setting up various scenarios and testing them multiple times, to account for real-life occurrences, resulting in an optimal ER design.

Heating, Ventilation and Air Conditioning (HVAC) System redesign

January 2020 – May 2020

- Collaborated with a team of three and consulted in the redesign and optimization of an HVAC system. Conducted a root cause analysis, a weighted analysis and a cost analysis of a defective HVAC system, resulting in its successful process redesign, saving \$25,000 and 147,711 Kilo Watts of energy per hour.
- Examined factors including machine age, work environment and maintenance costs, allocating them appropriate numerical values to quantify their effects and conduct an accurate redesign. Conducted interviews to obtain qualitative information to assist with the decision-making process and a plan of action.

# Nachiket Methekar

Linkedin: [linkedin.com/in/nachiketkm/](https://www.linkedin.com/in/nachiketkm/)  
Mumbai, India

Email: [nachiket.methekar@gmail.com](mailto:nachiket.methekar@gmail.com)

Mobile: +91-84540-46372

## EDUCATION

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- **Northwestern University** Evanston, Illinois  
*Masters in Engineering Management*  
*Coursework: Strategic Management, Product Management, Finance*  
*Expected Dec 2024*
- **K J Somaiya College of Engineering, (University of Mumbai)** Mumbai, India  
*Bachelor of Technology - Mechanical Engineering; GPA: 8.83*  
*Aug 2017 - June 2021*  
*Coursework: Supply Chain Management, Industrial Engineering, and Technical Courses in Manufacturing, Materials, and Thermal.*

## EXPERIENCE

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- **Vertiv Energy India** Mumbai, India  
*Senior Engineer - Sales*  
*July 2021 - Present*
  - **Part of Channel Sales GTM:** Played a key role in the development and growth of Strategic Alliances for Vertiv, resulting in a significant contribution to doubling the revenue of the IT Channel program to USD 10 million in 2022.
  - **Business Development and Partner Management Trainee:** successfully generated over USD 100,000 in pipeline value by driving sales through multiple partners across 5 product lines. Strategically employed cold calling and executed targeted E-Mail Marketing Campaigns utilizing the Marketing Automation tool, Eloqua, to drive lead generation.
  - **Business Planning:** Designed an Excel-based Partner Business Planning Template. This template facilitated effective collaboration with strategic alliances, allowing us to align the most suitable Vertiv offerings based on partner profiles.
  - **Events and Programs:** Designed and implemented rebate/reward programs for partners; hosted various product and related training; ownership of the Vertiv Partner Portal to ensure its functionality and maximizing channel engagement.
  - **Sales Analysis:** Analysed regional performances and published weekly and monthly dashboards to improve efficiency.
- **Schneider Electric** Mumbai, India  
*Project Trainee (Internship)*  
*Jan 2021 - May 2021*
  - **Part of Switchgear Design and Development Department:** Supported the Life Cycle Management Team in analysing and prototyping various products.
  - **Software Simulation and Theoretical Analysis of Switch Disconnect Fuse (SDF):** Built CAD models for various frames of SDF from scratch using PTC Creo, and designed software simulations of Transient and Static Structural analysis and compared with theoretical calculations developed using MS Excel.
  - **Prototyping and Sheet Metal:** Worked on prototyping different components of a frame by utilizing 3D Printing to fit various customer requirements, Sheet Metal designing using Creo for enhancing frame performance.
  - **Impact:** Found out structural vulnerabilities of the SDF and suggested possible solutions for improved functionality.

## PUBLICATIONS

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- **“Hemodynamic characteristics in a straight and wavy artery: A numerical study”**, S. Kotian, N. Methekar, N. Jain, and S. Nikam, Proceedings of the 48th National Conference on Fluid Mechanics and Fluid Power, 2021.  
DOI:10.1007/978-981-19-6270-7\_62
- **“Turbulent characteristics of compressible jet from a chevron nozzle: A numerical study”**, S. Kotian, N. Jain, N. Methekar, and S. Nikam, Proceedings of the 48th National Conference on Fluid Mechanics and Fluid Power, 2021.  
DOI:10.1007/978-981-19-7055-9\_14
- **“Numerical Investigation of Thermohydraulic Characteristics of a Gasketed Plate Heat Exchanger”**, N. Methekar, S. Kotian, N. Jain, P. Vartak, P. Naik, S. Nikam, and S. Bhusnoor, Computational Thermal Sciences: An International Journal, 2021. DOI:10.1615/ComputThermalScien.2021039019
- **“Theoretical Investigation of Thermohydraulic Characteristics of a Shell and Tube Heat Exchanger”**, S. Kotian, N. Methekar, N. Jain, P. Vartak, P. Naik, and S. Bhusnoor, 26th National and 4th International ISHMT-ASTFE Heat and Mass Transfer Conference, 2021. DOI:10.1615/IHMTC-2021.920
- **“Colburn vs Bell Delaware approach for evaluation of thermohydraulic performance of shell and tube heat exchanger: A theoretical study”**, S. Kotian, N. Methekar, N. Jain, P. Vartak, and P. Naik, Materials Today: Proceedings, 2021. DOI:10.1016/j.matpr.2021.07.090
- **“Heat Transfer and Fluid Flow in a Double Pipe Heat Exchanger, Part II: Numerical Investigation”**, S. Kotian, N. Methekar, N. Jain, and P. Naik, Proceedings of the 9th International Conference on Asian Review of Mechanical Engineering, 2020. DOI:10.51983/arme-2020.9.2.2478
- **“Heat Transfer and Fluid Flow in a Double Pipe Heat Exchanger, Part I: Experimental Investigation”**, S. Kotian, N. Methekar, N. Jain, and P. Naik, Proceedings of the 9th International Conf on Asian Review of Mechanical Engineering, 2020. DOI:10.51983/arme-2020.9.2.2482

## PROJECTS

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- **Poster Presentation, Modern Agricultural Supply Chain** Designed a Supply Chain for Hydroponics Farming, 2020
- **Database Management** Garage Inventory Management using SQL, Visual Basic for inventory optimisation, 2019
- **Automation** Pneumatic Catapult 2018, Rack and Pinion Blackboard Cleaner 2019, Line Following Bot 2019

## SKILLS

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- **Business** Microsoft - Excel, Word, PowerPoint, Sales, Marketing, Channel Strategy, Sales Operations.
- **Software** Dassault Systèmes - Solidworks (Certified Professional, 2019), Ansys (Certification in Ansys CFD Simulation, 2020), PTC - Creo, Autodesk - AutoCAD, Fusion 360.
- **Programming** C Programming, HTML, Visual Basic, SQL.

## SUCHITA MISHRA

E-mail: suchitamishra2024@u.northwestern.edu

Ph: +91 7043887100

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**OBJECTIVE:** Seasoned Electrical Engineer with 4+ years of technical and managerial expertise. Instrument in driving operational success for installations and sites at the largest Oil & natural Gas producing Company in India. Proficient in managing complex projects, enduring compliance and optimizing efficiency to deliver high quality results.

### EDUCATION:

**B.Tech. in Electrical Engineering,**

**National Institute of Technology (NIT) Kurukshetra, Haryana, India CGPA - 9.26/10 July 2013 – June 2017**

### PROFESSIONAL EXPERIENCE:

**Oil & Natural Gas Corporation, Ahmedabad, India ASSISTANT EXECUTIVE ENGINEER Oct 2019 - Present**

- Handled 100+ cases right from preparing estimates, inviting tenders, devising comparative statements regarding the reasonability of quotes and awarding the work while conducting documentation in SAP.
- Ensured quality of work in compliance with required standards/regulations while executing the projects.
- Managed contracts worth INR.30+ Cr. for continuous operation of newly installed SRPs at Oil Rigs.
- Successfully implemented a 50% cost-saving project for heating crude oil at tanker loading points.
- Contributed to 30% cost saving in electricity by executing projects for replacing starters with VFDs.

**Alstom Transport, Bangalore, India GRADUATE ENGINEER TRAINEE Jul 2017 - Jul 2018**

- Reduced underframe layout design time by 50% through ready underframe layouts for Smart Metros.
- Conducted comprehensive evaluation of AC & DC Metros for Indian cities to devise budget requirement.
- Actively handled and participated in cost optimization brainstorming sessions in coordination with all departments involved.

**Alstom Transport, Bangalore, India SUMMER INTERN May 2016 - Jul 2016**

- Established comparative analysis of types of batteries used in battery banks of metros.
- Designed a warehouse to resolve space constraint issues in the Electric Locomotive Project.
- Assisted in the documentation of the comprehensive report of the Electric Locomotive Project.

### ACHIEVEMENTS & ACTIVITIES:

- Mentored and conducted Training Sessions for 50+ interns and Junior Technicians at ONGC. [2021]
- Received Certificate of Appreciation for working in the essential sector of country during Covid 19. [2020]
- Event Coordinator for the Energy Conservation Program under the aegis of the MoPNG. 2019 - Present.
- Secured All India Rank of 72 in Graduate Aptitude Test in Engineering among 1.5lakh participants. [2019]
- Secured 10th Rank in Electrical Engineering Department in a batch of 130 students.[2017]
- Headed the Committee of Electrical Engineers as Joint Secretary at NIT Kurukshetra and organized 20+ events for 1000+ students. [2016-17]
- Volunteered on a weekly basis to teach underprivileged school children. [2014-17]
- Secured State Rank 17 in Regional Maths Olympiad among 2 lakh+ participants. [2010]

### SKILLS & INTERESTS:

- Technical: SAP, MS Excel, MS Word, Basics in C.
- Interests: Painting, Badminton and Yoga

# MADHAVI MURARKAR

[madhavimurarkar2024@u.northwestern.edu](mailto:madhavimurarkar2024@u.northwestern.edu) | +91 8380982768 | [LinkedIn](#)

## EDUCATION

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<b>Northwestern University, Evanston, Illinois, United States</b> Masters In Engineering Management	<b>Anticipated December 2023</b>
<b>Vishwakarma Institute Of Technology, Pune, Maharashtra, India</b> Bachelor of Technology - Chemical Engineering (CGPA: 9.23)	<b>August 2017 – August 2021</b>

## PROFESSIONAL EXPERIENCE

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<b>Emerson Export Engineering Centre, Pune, Maharashtra, India</b> <b>System Engineer</b> <ul style="list-style-type: none"><li>Responsible for simulation modelling of LNG plant on “Mimic” software to deliver the Operator Training Simulator (OTS).</li><li>Led the integration between CCC (Compressor Control Cooperation), Mimic (Simulation Software) and DeltaV (DCS control software) by using advance software utilities to establish communication between live plant controls.</li></ul>	<b>August 2021 – July 2023</b> <b>January 2021 – July 2023</b>
<b>Proposal Engineer</b> <ul style="list-style-type: none"><li>Estimated and optimized the cost for OTS projects taking into consideration the scope, resources, budget and timeline.</li><li>Successfully delivered the Proposals for the OTS projects and presented the same to customer with FSO.</li></ul>	<b>August 2021 – December 2023</b>
<b>Thermax Limited, Pune, Maharashtra, India</b> <b>Process Engineer Intern</b> <ul style="list-style-type: none"><li>Responsible for the line listing of 1624 chemical streams of Silicon Tetrachloride (SiCl<sub>4</sub>) plant by Sterlite Technologies Ltd by analyzing the fluid, its composition and cause &amp; effect of the process.</li><li>Worked on the valve schedule data sheets by understanding the importance of particular type of valves on the process line, their MOC, sizes and trip conditions.</li></ul>	<b>January 2021 – May 2021</b>

## ACADEMIC PROJECTS

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<b>Fluoride Removal Using Mineral Adsorbents</b> <ul style="list-style-type: none"><li>Studied the effectiveness of different minerals for the removal of fluoride from fresh water to make it potable for drinking. Responsible to carry out the experiments accurately and handled the calibration of fluoride-meter which measures the fluoride concentration.</li></ul>	<b>August 2019 – December 2019</b>
<b>Spray Dryer Simulation</b> <ul style="list-style-type: none"><li>Executed a project on modelling and simulation of Dry Air Flows in Spray Dryer using Computational Fluid Dynamics on ANSYS software by analyzing the chemical properties of Air and dimensions of Spray Dryer.</li></ul>	<b>July 2019</b>

## CO-CURRICULAR

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<ul style="list-style-type: none"><li>Excellence in Navomesh (An Inter-college project competition) for project on Ultra-Cane Blind Stick.</li><li>Published a Paper on ‘Fermentation Of Carrot’ in International Journal Of Advance Research In Science and Engineering 2018 (Volume No.07, Special Issue No. 03, April 2018).</li><li>Presented a paper on ‘Water Filtration’ in International Conference on Energy and Environment (ICEE) 2019.</li><li><b>MOOCS:</b> Data Science, Oil and Gas Industry Operations and Markets, Applications of Geo-informatics in Ecological Studies.</li></ul>	<b>January 2020 – April 2020</b> <b>August 2017 – April 2018</b> <b>January 2019</b>
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## EXTRA-CURRICULAR

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<ul style="list-style-type: none"><li>An active Volunteer of Aeronautics &amp; Space Exploration Club (AXSX), Pune, Maharashtra, India. Responsible for conducting sky observatory for students using Telescopes.</li><li>Multimedia Coordinator, CHESA, VIT, Pune (Organizing Committee of International Conference on Energy and Environment ICEE-2019).</li><li>Participated in Aatmabodh (A Digital Literacy Program For Senior Citizen).</li></ul>	<b>December 2022 - Present</b> <b>January 2019</b> <b>September 2018</b>
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- Skills:** Mimic, CCC (Compressor Control Cooperation), Aspen HYSYS, CFD by ANSYS, MATLAB, Advanced MS Office Tools
  - Communication Languages known:** English, Hindi, Marathi, German
  - Hobbies include:** Calligraphy, Playing Throwball

## Akhil Nair

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### EDUCATION

**Northwestern University** Evanston, IL  
*Master of Engineering Management | Product Management* (GPA: 3.85/4.0) December 2023

**TKM College of Engineering** Kollam, India  
*B. Tech | Electronics and Communication Engineering* (GPA: 8.15/10.0) June 2018

### WORK EXPERIENCE

**Product Specialist - CX** Bangalore, India  
*smallcase Technologies* September 2021 – August 2022

- Conducted market research and user research to identify areas of improvement in the ordering process. Implemented changes based on the insights gathered, resulting in an enhanced user experience and a 7.5% Q/Q increase in user retention.
- Conducted root cause analysis to address complex customer concerns related to investment strategy, stock holdings, and platform-related difficulties, achieving a 3.5% year-over-year increase in NPS, demonstrating a strong focus on customer centricity.
- Collaborated with product and marketing teams to introduce offers and reward systems, resulting in an increase of \$200000 in revenue per quarter, demonstrating effective cross-functional collaboration and strategies to drive growth.
- Developed and executed a go-to-market strategy in collaboration with the marketing team for a new investment feature, which led to a 9% year-over-year uptick in order frequency, highlighting the effectiveness of the strategy in driving customer demand.

**Senior Systems Engineer** Pune, India  
*Infosys* April 2021 – September 2021

- Implemented advanced alert models using SQL analysis, resulting in a 20% improvement in system load handling and fault tolerance, showcasing strong analytical skills and ability to optimize system performance.
- Led the implementation of performance monitoring tools and observability mechanisms, such as Splunk and New Relic, which led to a 7.5% optimization of resource utilization and a 40-minute reduction in incident response time.
- Lead cross-functional teams to implement performance-enhancing solutions based on client feedback, such as incorporating continuous testing in the deployment pipeline, resulting in a 25% reduction in inefficiencies.

**Software Engineer** Trivandrum, India  
*Flytxt Mobile Solutions* July 2018 – January 2021

- Implemented agile and DevOps methodologies to analyze customer needs and develop the enterprise software NEON-dX, which ensured high availability and performance, resulting in a yearly savings of \$300000 in maintenance costs.
- Spearheaded the design of robust infrastructure solutions in collaboration with software development and testing teams, meeting client functionality and scalability requirements, resulting in a 25% decrease in downtime incidents.
- Developed and deployed automation systems in collaboration with product teams to ensure error-free and swift software deployment, resulting in a 40% reduction in deployment times.

### RELEVANT PROJECT EXPERIENCE

**Product Manager** Evanston, IL  
*budget, Northwestern University* September 2022 – Present

- Spearheaded a team of 8 in the development of a user-friendly, all-in-one portal to address student's relocation and moving needs.
- Conducted market research to evaluate the product-market fit and the projected growth rate of 7% YoY of the target market.
- Led the development of android and iOS applications, utilizing agile methodologies to ensure on-time and on-budget delivery.

**Product Manager** Evanston, IL  
*VendO, Farmer's Fridge* September 2022 – December 2022

- Developed and presented a comprehensive business strategy to the CEO, including product positioning and pricing recommendations, projecting a 25% increase in customer acquisition over a 2-year period.
- Designed and rolled out an extensive implementation plan for the idea, estimating 15% growth in revenue.
- Devised product strategy based on in-depth analysis of market trends and ecosystem maps to increase profits by 10%.

### SKILLS

**Product Management Skills:** Product Management, Project Management, Agile Development, Market Research, A/B Testing, Product Roadmapping, Pricing Strategy, Data Analysis, Problem Solving, Product Lifecycle Management, Prototyping

**Technical Skills:** Jira, Scrum, Linux, Bash Scripting, Git, Confluence, SQL, Excel, Minitab, SDLC, Splunk, New Relic, MixPanel, Google Analytics, Intercom, Zendesk, Figma, SurveyMonkey, HTML, CSS, AWS

### CAMPUS INVOLVEMENT

**Library Assistant, Seeley G. Mudd Library for Science and Engineering** September 2022 – Present

- Assisted patrons in locating resources and provided reference assistance, while maintaining accurate records and managing circulation of library materials

### CERTIFICATIONS

**Certified Scrum Product Owner (CSPO)** Issued November 2022  
Certificate Number - 1451144

## EDUCATION

**Northwestern University**, Evanston, IL  
**Robert McCormick School of Engineering and Applied Science**  
Masters in Engineering Management, Anticipated December 2024

*Relevant Courses Include:* Engineering Management, Marketing Issues for Engineers, Decision Tools for Managers, Leadership and Organizational Behavior, Accounting for Engineers, Strategic Management for Engineers, Financial Issues for Engineers

**Mumbai University**, Mumbai, India  
**Fr. Conceicao Rodriguez College of Engineering**  
Bachelors in Computer Engineering, May 2015

*Relevant Courses Include:* Data Structures and Files, Advanced Database Management Systems, Analysis of Algorithm and Design, Operating System, Web Engineering, Data Warehousing and Mining, Advanced Computer Networks

## EXPERIENCE

**ZS Associates Pvt. Ltd. (Jul 2015 – Oct 2019)**, Pune, India  
*Business Technology Associate Consultant*

- Designed the entire backend DW for the sales performance report used by the field sales representatives
- Developed the ETL code in Microsoft SSIS right from ingesting data from various sources (flat files, Veeva CRM, APIs), building the intermediate layers (dimensions and facts) till the reporting layer
- Worked on setting up an entire Master Data Management (MDM) system using Microsoft Master Data Services (MDS) and implemented various MDM rules such as Fuzzy Lookup, Fuzzy grouping, Match and Merge and Address Standardization
- Lead the migration project which helped the client migrate their entire DW platform from SQL Server to AWS cloud
- Travelled on-site to US on B1 visa for 3 weeks to drive the requirements discussion with the client

**Aspect Ratio Pvt. Ltd. (Feb 2020 – Jul 2023)**, Pune, India  
*Consultant*

- Prepared excel and PPT dashboards to monitor and assess the impact COVID-19 on sales
- Successfully automated and managed the delivery of 15 weekly reports, 13 monthly reports and 1 quarterly report
- Built a model to generate daily COVID alerts by automating Google news searches using selenium and python

## SKILLS

*Tools and Technologies* - Proficient with SQL, VBA, Python, Excel, PowerPoint

*Industry Knowledge* - Data Warehousing, Automation, ETL, Master Data Management, Requirement Gathering, Parallel Testing, Big Data Analytics



# PUSHPAK NANDY

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## Education

<b>Master of Engineering Management (Product Management Major)   3.85/4.00</b>	Sept 2022 - Dec 2023
<b>Northwestern University   Illinois, USA</b>	
<b>Relevant Courses:</b> Organizing for Innovation, Decision Tools, Strategy Beyond Markets, Marketing Issues for Engineers	
<b>Roles:</b> In-Person Class Moderator (Finance II) at the Kellogg School of Management, IGSSA Executive Board Member	
<b>Bachelor of Technology in Electronics and Communication   CGPA 8.1/10</b>	July 2013 - May 2017
<b>Sikkim Manipal Institute of Technology   Sikkim, India</b>	
<b>Relevant Courses:</b> Industrial Management, Object-Oriented Programming	
<b>Roles:</b> Event Management Secretary at Electronics & Communication Student Association(ECSA), Student Quiz Club Founder	

## Work Experience

<b>Microchip Technology Inc.   Bengaluru, India</b>	Sept 2017 - July 2022
<b>Product Engineer II (Design) Feb'21 – July'22</b>	
<ul style="list-style-type: none"><li>• Implemented agile and scrum methodologies including daily stand-ups and maintained alignment between product, testing, and engineering team members, boosting production performance by 7%</li><li>• Led product development from discovery to rollout, working with marketers, engineers, and project manager to launch several new low-power chips, improving power efficiency by 25% compared to the previous models</li><li>• Launched new products and achieved \$100 million in quarterly revenue through strategic distribution and post-launch feedback.</li><li>• Headed a team of 2 to reduce the power management issues by 25% for the different releases of the low-power chip design for Zigbee and Bluetooth devices.</li><li>• Led the migration of tools from one vendor to another, which helped in bringing down the functionality comparison time by 33.33%</li><li>• Honored with the Spotlight award for efficient completion of design data coherency checks, reducing the time to chip manufacturability.</li></ul>	
<b>Product Engineer I (Design) Sep'18 – Feb'21</b>	
<ul style="list-style-type: none"><li>• Performed competitive analysis to better understand other integrated chip offerings in the semiconductor industry including their pricing strategies, and features to help drive the product roadmap</li><li>• Interviewed 5 team members and found key pain points around the design, leading to the addition of secure encryption and low-power mode in the next cycle.</li><li>• Conceptualized, iterated, and implemented a methodology for quick code generation for the integration of different peripheral products, reducing overall integration time by 20%</li><li>• Tracked project timelines and garnered team consensus through JIRA, stand-ups, and weekly meetings, enabling 100% on-time deliverables</li><li>• Honored with the Recognition award for driving the structural analysis of the design and reducing the time to RTL Freeze</li></ul>	
<b>Product Engineer (Design) Sep'17 – Sep'18</b>	
<ul style="list-style-type: none"><li>• Developed the setup for formality checks to assist Modification requests at different levels</li><li>• Performed analysis, debugging, and fixing of structural issues related to the functional description of the design of the wireless chip</li><li>• Prepared the mapping of different modules for different pins of the chip</li></ul>	

## Projects

<b>budget, Northwestern University</b>	Sept 2022 – Dec 2022
<ul style="list-style-type: none"><li>• Led a team of 8 and developed a user-friendly portal to simplify the student moving process.</li><li>• Analyzed the product market fit through research on target consumers and competitor analysis for a total addressable market of 20mm students.</li><li>• Defined the PRD, and MRD, and created the wireframes and User journey map for the product</li><li>• Developed an MVP for both Android and iOS to provide real-time weight projections through AI-based visual regression</li></ul>	
<b>VendO, Northwestern University</b>	Sept 2022 – Dec 2022
<ul style="list-style-type: none"><li>• Brainstormed, created new expansion opportunities, and pitched the idea of self-heating for <i>Farmer's Fridge</i>.</li><li>• Expanded product portfolio based on client interviews and proof-of-concept testing using RICE scoring models.</li><li>• Used SurveyMonkey data from over 300 participants and 50 customer interviews to analyze and develop value proposition and identify market trends.</li></ul>	

## Certifications

Introduction to Marketing   <b>Wharton Online</b>	June 2020
Certified Product Scrum Owner (CSPO)   <b>Scrum Alliance</b> , Credential ID 001451145	Nov 2022

## Skills

<b>Business &amp; Product Skills:</b> Product Management, Project Management, Customer Engagement, Data Analytics, QA Testing, Agile Methodology, Market Research, Competitor Analysis, Customer Interviews, Product Roadmap, Feature Prioritization, Product Definition, Stakeholder Management, Mock-up Creation, Wireframing, Prototyping, User Journey Mapping
<b>Software:</b> JIRA, Confluence, Figma, Trello, Minitab, SQL, Python, MS Office, Git

## Leadership and Volunteering

<b>Content Marketing Volunteer   The Nudge Foundation</b>	May 2019 – Sept 2019
<ul style="list-style-type: none"><li>• Led a team of 3 as a part of the "We Can" team to create Instagram content to raise poverty awareness for a fundraising platform, communicating plans to stakeholders.</li><li>• Improved engagement through influencer outreach and event collaboration</li></ul>	
<b>Fundraising Volunteer   Child Rights and You (CRY)</b>	May 2018 – July 2018
<ul style="list-style-type: none"><li>• Raised Rs.17,500 for the crowdfunding campaign to help provide basic sanitation facilities for girls living in remote areas.</li></ul>	

# Nisha Nanthakumar

## Personal Info

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### Phone

+918374407420

### E-mail

nishananthakumar2024@u.  
northwestern.edu

## Skills

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- Critical thinking and problem solving
- Programming Languages: C++, Python, VHDL, Embedded C, Skill EDA Tools: STARRC, Virtuoso, Shell Scripting
- Multidisciplinary and Multinational teamwork
- Ability to Multitask

## Hobbies

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- Exploring Expressive Dance styles
- Fitness and Nutrition
- Reading and Writing Self-Help

## Content

## Languages

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Hindi

English

Tamil

Telugu

## Courses

### SKILL Badge Training

Cadence / 09/2022 - 11/2022

### IOT on Rpi3 and Node MCU

IIT Madras / 06/2018 - 06/2018

Forward-thinking Engineer with 3 years of corporate experience seeking opportunities in the Product sector in both of the ideation and its creative lifecycle management. Adaptable team player with strong time management and organizational skills. Quick learner prepared to develop industry knowledge and contribute to challenging projects.

## Experience

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### Electronics Design CAD Engineer *Micron Technology / 08/2020 - 07/2023*

- Developed and maintained environment management dealing with design testing tool kits and cad flow enabling scripts (Rtest).
- Verified and qualified Synopsys-based parasitic tool: StarRC for the team.
- Proficient in shell scripting and Python-based automation procedures.
- Utilized Cadence tool, Virtuoso, and SKILL coding for schematics and layout-based designs.

## Education

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### Bachelor's in Electronics and Communication Engineering

*National Institute of Technology / 08/2016 - 05/2020*  
Warangal, Telangana-India

### Higher Secondary School, CBSE Board

*Our Own English High School / 05/2016*  
Sharjah, UAE

## Internships

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### Summer Exchange Intern *E-LAB, Hella / 05/2019 - 07/2019*

- Established a communication link between an Edge device's sensor module and a Linux Computer.
- Developed understanding of the Cumulocity IoT Edge platform for monitoring and manipulating sensor data.
- Conducted API testing using Postman and implemented data visualization in the Cloud using Progressive Web Apps with Angular 8.

### Manufacturing Engineering Intern *Salcomp Technology / 05/2018 - 07/2018*

- Developed a simple Arduino-based detection strategy for faulty PCBs using integrated device features and a prototyped version of a cathode ray oscilloscope.
- Gained knowledge of charger manufacturing processes and circuitry.

### Supply Chain Analyst Trainee *Dynatrade, LLC. / 05/2017 - 06/2017*

- Studied various levels and departments of the company to understand supply chain management.
- Explored processes like product management, procurement, inventory control, warehousing strategies, sales, and marketing.
- Acquired knowledge of ICC Terms related to trade.

## Awards and Accolades

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- Recognized for people-oriented approaches during the implementation of design model testing framework offering extended support to customers (MICRON TECHNOLOGY-2021).
- Recognized for great team collaboration skills during STARRC qualification-based projects (MICRON TECHNOLOGY-2022).
- Winner-Strategy Storm, IIT Guwahati, Best Case solution and strategy (2018-2019).
- Best Path Follower Robot in Kaizen Robotics Program Competition

# NIKHIL RAJ NUNE

[nikhilnune2024@u.northwestern.edu](mailto:nikhilnune2024@u.northwestern.edu) | [LinkedIn](#) | [YouTube](#)

## EDUCATION

**Northwestern University, Evanston, USA** **Expected Graduation: December 2024**  
Master of Engineering Management (MEM) - Product/Project Management Focus

**National Institute of Technology Karnataka (NITK), Surathkal, India** **May 2021**  
Bachelor of Technology in Mechanical Engineering

## PROFESSIONAL EXPERIENCE

**ZS Associates, Pune, India** | *Decision Analytics Associate (Management Consultant)* **June 2021 - July 2023**

- Performed sales force restructuring for \$2.2B worth of business to ensure optimal deployment of resources in the post-COVID world, saving up to 30% on promotional costs.
- Identified the total addressable market potential and strategized sales force for market penetration of an emerging product for an e-commerce giant clocking over \$5B annual revenue.
- Designed and implemented business strategies for an oncology portfolio worth \$12B to redeploy the existing 1200 sales personnel into optimal territories spanning 50 states of the USA, achieving a 25% improvement in productivity.
- Facilitated daily check-ins and working sessions with onshore to plan project timelines and coordinate progress.
- On-boarded new team members and mentored them on ZS's software tools and best practices.
- Volunteered for the ZS Green team to implement sustainability initiatives and create awareness among 6K+ employees.

**Edzeeta Private Limited, Gangavathi, India** | *Founder and Project Director* **July 2020 - October 2022**

- Conceptualized company strategy for building teams, creating partnerships, and managing end-to-end operations of designing and delivering coursework for schools; handled 500K INR in revenue.
- Managed 12 interns, working on design, content creation & [website](#) development that improved outreach by 40%.
- Mentored a student project which was awarded in the top 0.1% (of 600K submissions) by the Government of India.
- Authored an interview self-help material benefiting 500+ aspiring job seekers with inputs from successful alumni.

**At Quest Sustainable Solutions Private Limited, Bangalore, India** | *Analyst Intern* **January 2021 - March 2021**

- Redesigned climate education curriculum to emphasize practical learning and drive business development.
- Launched social media campaigns to promote 'Sustainability Positive 2.0' and attained a 50% increase in enrollments.
- Moderated a composting workshop for 150+ attendees in collaboration with Daily Dump, a waste management startup.

**Again Drinks, Bangalore, India** | *Brand Ambassador Intern* **May 2019 - June 2019**

- Conducted customer interviews and collaborated with core team to analyze sales and re-strategized the marketing plan.
- Awarded as the Star Warrior of the month in May 2019 for achieving a 30% increase in sales with a 20% lesser spend.

**National Institute of Technology Karnataka, India** | *Teaching Assistant* **August 2018 - December 2018**

- Worked as a Teaching Assistant for 'ME111 - Engineering Graphics', a course facilitated by Dr. Mrityunjay Doddamani.
- Assisted the professor with grading assignments and conducting doubt-clearing sessions.

## PROJECTS

**Clickfluence: A Platform for Influencers and Businesses to Collaborate for Marketing Campaigns**

- Laid out the product road-map with go-to-market strategy and KPIs to measure the project's success at different phases.
- Analyzed the market potential and financials for the platform to determine the operating model and pricing plans.

**Environmental Sustainability Efforts of Indian Industries: An In-depth Study**

- Performed exploratory data analysis to study the energy-efficient practices adopted by Indian industries.
- Developed a case study on New Delhi to identify potential drivers and barriers to sustainable business practices.

## TECHNICAL SKILLS

- Computer Languages: C, Python, and SQL | Mechanical Design Software: AutoCAD, CATIA, and ANSYS
- Tools and Technologies: MS Excel, MS Access, MS PowerPoint, and Javelin Territory Designer

## LEADERSHIP AND ACHIEVEMENTS

- Elected as the General Secretary of NITK Students' Council (2019-2021), spearheaded 230+ student representatives, and liaised between college admin and 5000+ student community to organize multiple academic and co-curricular activities.
- Selected as a Delegate to HPAIR 2021 conference, wherein I networked with delegates across the globe.
- Led a team of 200+ volunteers as the Head of Internal Publicity and Quality Maintenance for NITK Karavali Marathon 2020, a race themed on "Combat Climate Change" with a footfall of over 3500 participants from across 5 countries.
- Won various inter-collegiate championships representing the NITK Cricket and Kabaddi teams between 2017-2021.

# REGINA OCARIZ ARCE

Evanston • Illinois, United States  
+1 (847) 730 4483 • regina.ocariz@gmail.com

## EDUCATION

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**NORTHWESTERN UNIVERSITY**  
*Masters Engineering Management*

IL, United States  
Dec 2023 (anticipated)

**UNIVERSIDAD ANAHUAC MEXICO NORTE**  
*Bachelor's in Industrial Engineering*

CDMX, Mexico  
July 2018

**INTRODUCTION TO BUSINESS MANAGEMENT (IDEM)**  
*Diploma – Supported by the IPADE (Instituto Panamericano de Alta Direccion de Empresas)*

CDMX, Mexico  
May 2017

## EXPERIENCE

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**DELL TECHNOLOGIES – SR. SUPPLY CHAIN PLANNING**  
*Control Room – Mexico & Multi-Country Latin America*

Mexico City  
Mar '20- Jul '22

- Maintained stock outs under 5% across three product lines in Mexico and LATAM by actively managing backlogs, track sales, order status, inventory and in-transit supply
- Increased fulfillment capacity by 50% for stocked products and enabled a new fulfillment center to ship 20% more product resulting in an increase in market share of 62% by actively tracking shipments, capturing full pallet orders and allowing fulfillment to ship more units per week
- Ensured fulfilling customer's needs during the supply chain constraints in 2021 by assessing supportability feedback from North America planners and China factories to align supply, demand and lead times
- Supported end-of life processes on the *left to sell* and *left to build* to fulfill backlog, depleting inventory, avoiding unmatched sets and reducing unused parts that impact costs across the region

### **Asia Direct Ship Planner**

- Increased profit margin by USD ~\$65M (\$62.6M in revenue and \$2.7M saving in COGS) in 2020 by handling Asia's direct ship backlog, sales performance and shipment, for five different business lines
- Engaged with China's factories to review supply supportability and ensured full ship containers, avoiding delay products orders and missing shipping dates resulting in a reduction of backlog
- Reviewed and signal replenishment plan, to drive supply from suppliers while monitoring end-of-life transitions for product left to sell and left to build
- Developed display replenishment plan to drive supply, control inventory, reduced aging costs and avoid late orders

### **DELL TECHNOLOGIES – ANALYST, SALES OPERATIONS**

Mexico City  
Dec '18- Mar '20

- Identified cross-sell and up-sell opportunities like increasing attached rate of systems with peripherals (e.g. printers, monitors) by partnering with the sales teams and external suppliers
- Tracked peripherals and computer requirements to ensure supply and delivery

### **AMERICA MOVIL (AMCO) – INTERN**

Mexico City  
Mar '18- Dec '18

- Spotted technological trends and disruptive innovations like RFID for warehouse management, data analytics and ecommerce that improved Grupo Carso processes, reduced OPEX and attracted new users
- Identified opportunities to create an ecosystem with digital platforms and e-sport communicates to create content for and collaboration with gamers

## ACADEMIC PROJECTS

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### **President of Segal Professional Bride**

Evanston  
Dec'22 - Current

- Student-run organization focused on creating connections between Northwestern Students and industry professionals, as well as creating a design community within NU

### **Stratsim Competition- Strategic Management Simulation**

Evanston  
Sep '22 – Dec '22

- Won first prize in competition by creating a business strategy based on market analysis, trade-offs, performances and understanding competitors' strategic intent

## ADDITIONAL INFORMATION

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- **Language Proficiency:** Fluent in Spanish (Native) and English (IELTS 7.5)
- **Certificates:** Certified Scrum Product Owner (Scrum Alliance, 2022)
- **Soft skills:** Fast learner, Adaptable, Teamwork, task-oriented, detailed, organized
- **Technical Skills:** Office (Advance), Excel (Pivot tables and adv functions) Data Oriented, Analytical, Process Mapping
- **Horseback rider:** Started riding when I was 5. Given riding classes, supervised care, handling and safety of horses
- **Animal lover:** Interest about dog training and Ethology (Study of animal behavior)
- **Cake Artist:** Enjoy baking and trying new recipes. I do "artistic personalized cakes" for family and friends

# Kusuma Panguluri

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## EDUCATION

<b>Northwestern University</b> <b>Master of Engineering Management, Program and Process Management</b> (GPA: 3.93)	Evanston, IL December 2023
<b>National Institute Technology</b> <b>B. Tech, Industrial Engineering</b> (GPA: 8.42)	Tiruchirappalli, India June 2018

## WORK EXPERIENCE

<b>Hero MotoCorp Ltd.</b>   Chittoor, India Deputy Manager   Jul'21 – Jul'22	Sept 2019 – Jul 2022
<ul style="list-style-type: none"><li>• Led the launch of a new Electric Vehicle by performing market research and competitor analysis to gain insights about existing vehicles to specify product placement, forecasting revenue of 112 million USD by 2025</li><li>• Defined the project roadmap for the EV and performed supplier-end testing to ensure all quality standards are met as per timelines</li><li>• Owned product development from planning to rollout, working with marketers, engineers, and R&amp;D to launch a new scooter model, improving product mix by 20% compared to the previous fiscal year</li><li>• Managed a team of two to optimize the fixed cost of production by reducing headcount by 10% by implementing new automation and line-balancing frameworks</li><li>• Handled Complete Supply Chain and Logistics Management (SCM) of Indirect Material - Capital Expenditure (CAPEX) and Operational Expenditure (OPEX) from ordering through SAP to handover to the user, thus reducing production delays by 15%</li></ul>	
Assistant Manager   Sep'19 – Jul'21	
<ul style="list-style-type: none"><li>• Set up engine and frame assembly of a greenfield project by collaborating with production and quality teams, and suppliers, increasing manufacturing capacity by 10%</li><li>• Introduced 5 new two-wheeler models in collaboration with multiple teams such as R&amp;D, supply chain, marketing, production, and quality increasing revenue by 15%</li><li>• Owned pre-production of new models, identifying inefficiencies, and improving production methods, infrastructure, and assembly design, reducing production downtime by 85%</li><li>• Procured machines, fixtures, and tools required for new model production negotiating with suppliers all over the country ensuring the timely launch of new models, and meeting revenue targets set for the fiscal year 2021</li></ul>	
<b>Global Parts Center, Hero MotoCorp Ltd</b>   Neemrana, India Graduate Engineer Trainee	Jul 2018 – Sep 2019
<ul style="list-style-type: none"><li>• Performed end-to-end project planning and introduced Just in Time production for the first time in GPC and achieved a cost reduction of 60K USD per annum</li><li>• Managed packaging operations in the warehouse to ensure sustained production thereby reducing order delays by 22%</li><li>• Controlled ISO 9001:2008, ISO 14001:2004-EHS, and OHSAS 18001:2007 optimizing package quality, improving sustainability, and reducing occupational hazards in the warehouse</li></ul>	

## RELEVANT PROJECT EXPERIENCE

<b>Product Manager</b> <b>Navak, Northwestern University</b>	Evanston, IL Sept 2022 – Present
<ul style="list-style-type: none"><li>• Analyzed the product market fit using market research on the addressable market, which has a projected growth rate of 7% YoY.</li><li>• Outlined the PRD and MRD and created the product's go-to market to achieve a conversion rate of 35%.</li></ul>	
<b>Innovation Strategy</b> <b>VendO, Northwestern University</b>	Evanston, IL Sept 2022 – Dec 2022
<ul style="list-style-type: none"><li>• Proposed and presented a comprehensive business strategy to the CEO, including product placement and pricing recommendations, projecting an increase in customer acquisition by 25% over a 2-year period.</li><li>• Designed and rolled out an extensive implementation plan for the idea, estimating 15% growth in revenue.</li><li>• Devised product strategy based on in-depth analysis of market trends and ecosystem maps to increase profits by 10%.</li></ul>	

## SKILLS

**Product:** Competitor Analysis, Market Research, Customer Interviews, Roadmap, Segmentation, Market and Customer Research, Product Definition, Stakeholder Management, Project Management, Gantt Charts  
**Technical:** JIRA, Confluence, Microsoft Office, SAP, Pricing Estimation and Optimization, CNC Programming, Budgeting, Risk Management, CREO Parametric, CAD, MDAT, MINITAB, SQL, R Programming, Tableau, Power BI, Python  
**Certifications:** Google Data Analytics certified, Basic and Mini MOST Certified, Certified Scrum Product Owner (CSPO).

## LEADERSHIP AND VOLUNTEERING

<b>Hero MotoCorp</b>	July 2018 – June 2021
<ul style="list-style-type: none"><li>• Trained new joiners as a part of their induction program, familiarizing them with company culture and plant operations</li><li>• Runner-up of Hero NEXT) for the best diversity project for enhancing Chittoor plant gender diversity from 28% to 36%</li></ul>	
<b>Rotaract Club</b>	Oct 2014 – May 2018
<ul style="list-style-type: none"><li>• Taught underprivileged children across geographical locations, giving them access to better education and opportunities</li></ul>	

# Samuel Parmentier

samuelparmentier2026@u.northwestern.edu

(920) 327-0743

## Summary

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- Product Development Engineer with Master of Science in Biomedical Engineering from UW-Madison.
- Pursuing Master of Engineering Management at Northwestern University.
- Extensive experience in both engineering design and validation with roles in FDA/cGMP environments.

## Education

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### Northwestern University – 2023-2026 (expected)

- Master of Engineering Management

### University of Wisconsin-Madison – 2015-2020

- Master of Science – Biomedical Engineering (Biomechanics). GPA: 3.8125
  - Graduate TA – 8/20-12/20
- Bachelor of Science – Biomedical Engineering (Biomechanics). GPA: 3.44

## Professional Experience

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### Mechanical Engineer II - Sunset Healthcare Solutions, 2/23 - Present

- Lead Sunset Co-op program with three direct reports working full or part time during the school year.
- Established campus outreach program within company to boost new talent acquisition.
- Directly contributed to hiring of two full-time positions within department.
- Refined knowledge of product development workflow, acting as a leader in establishing quality and engineering departmental best practices.

### Mechanical Engineer I - Sunset Healthcare Solutions, 10/21 - 1/23

- Developed DHFs for current market products in the Respiratory/CPAP home care sector.
- Performed new product development activities, including development planning/scheduling, drafting of design input & output objectives, V&V, and design transfer.
- Trained in ISO 14971 risk management principles and completed FMEAs.
- Created technical models and drawings using DFM and GD&T principles.
- Critical asset in sustaining manufacturing for injection molding, automation, and ultrasonic welding.

### Project Engineer - cGMP Consulting, 04/21 - 9/21

- Consulted for Fresenius Kabi Pharmaceuticals in both software and hardware validation roles.
- Refined GxP knowledge in ISO 9001 environment.
- Engaged with a suite of validation documents, including URS, Trace Matrix, IQ/OQ test executions, and PQ protocols and reports.
- Drafted and closed deviations/change controls.
- Employed initiative by balancing responsibility across three different projects.





# Valeria I Pereda M

Production Engineer

## Profile

Highly motivated production engineer, passionate about complex problem solving with strong mathematical skills. I enjoy working in multidisciplinary teams with people of different skills and cultural backgrounds.

I am searching for an opportunity to apply my skills and passion, to develop my career in supply chain operations, while adding value to an exciting organization.

## Employment History

### Engineer at CEVA Logistics

November 2020 – Current

#### Rating and Billing Clerk / Weston, FL

- Warehouse Operation for a 5000 pallet position warehouse, supervising team of forklift drivers
- Implementation of procedures for handling hazardous materials, and bonded operations for Cruise Lines

#### Centralized Billing Team Supervisor / Corporate / Stationed in Miami,FL

- Formed overseas team to handle all billing activities for Ocean Product, currently 10 members.
- Executed process to take all billing out of the stations into the Centralized Billing Team.
- Formulated daily, weekly and monthly KPI's
- Designed the process for monitoring Accounts Payables and Receivables for Industrial Projects and Energy Solutions Department on Ocean Product.
- Responsible for forecasting account payables of 30 million dollars a week
- Work closely with Treasury and General Headquarters to secure funding

### Logistics and Transportation Trainee at Distribuidora Alcarin/ The Torch

September 2019 – November 2020

- Design and monitoring of KPI's for three different transportation operations (Local Operation, OTR and Fedex)
- Daily Status of OTR operation and Weekly report of income and expenses
- Safety Bonus monitoring

## Education

### B.S. Production Engineering, Universidad Metropolitana, Caracas, Venezuela

September 2016 – July 2020

- Process Optimization
- Stochastic Models
- Arena simulation
- Industrial product design
- Productivity

### High School Diploma Colegio Santiago de Leon de Caracas, Caracas

September 2001 – July 2015

## Internships

Supply Chain Intern at Empresas Polar, Caracas May 2016 – July 2016

## Reference

Carol Bortolin from CEVA Logistics +1 786 695-2066

Klever Rosales from Torch Enterprises +1 786 328-6175

## Details

### Links

[Linkedin](#)

### Skills

Microsoft Excel

Microsoft Office

Excel VBA

Analytical and Problem-Solving skills

Highly Organized

Goal Oriented

### Languages

English

French

Spanish; Castilian

### Hobbies

Tennis, Skiing, Boating.

# PRANAV PRATHIPATI

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## EDUCATION

**MASTER OF ENGINEERING MANAGEMENT | PRODUCT MANAGEMENT** | Northwestern University, *Evanston, IL*  
2023-2024

**BACHELOR OF TECHNOLOGY IN CHEMICAL ENGINEERING** | Manipal Institute of Technology, *Manipal, India*  
2017-2021

- Minor in Business Management
- GPA: 8.75/10

## EXPERIENCE

**ASSISTANT MANAGER, JSW STEEL LIMITED, Karnataka, India**

August 2021 – June 2023

- Led the commission and testing of Battery A & B Project (1.5MTPA), designed to produce fuel for use in steel production as part of their larger Coke Ovens Project worth 450 million dollars.
- Systematically initiated and managed a 3-stage battery heating process, a key initial stage of the broader coke production lifecycle.
- Oversaw installation of a gas supply system (Winch), including enhancing its usability and performance by installing emergency interlocks, thus reducing the scope for accidents by almost 90% and making it a fully automated process.
- Identified and resolved issues faced during commissioning in coordination with Russian and Chinese subject experts to ensure proper functioning of the plant and materials.
- Collaborated with various teams including Mechanical, Instrumentation, Civil, and suppliers for purposes of testing, installation, and set up of gas collecting pipelines, and refractories.
- Conducted research and presented findings to C-suite leadership on actionable strategies to support India's goal of reducing carbon emissions by 45% by 2030, including steel recycling and fossil free manufacturing.

**CHEMICAL ENGINEERING INTERN, AQUAFLOW SYSTEMS, Hyderabad, India**

January 2021 - May 2021

- Planned, designed, and set up a 200 Liter Leachate treatment pilot plant at the Hyderabad Integrated Municipal Solid Waste Plant that assessed the biological method for the treatment of leachate.
- Analyzed the results, adjusted the flow rate and other parameters to reduce the leachate's COD, BOD, and other dissolved solids by almost 45%.

**DEPUTY LEAD OF VIDEOGRAPHY, MANIPAL THE TALK NETWORK, Manipal, India**

April 2018 - April 2019

- Led a team of 10 videographers and oversaw the production of 20+ videos showcasing the Institute's brand and offerings that gained 300,000+ views across the organization's various social media platforms.
- Produced sponsored videos that increased the organization's revenue by 250% in the years 2018-2019.

## COMMUNITY ENGAGEMENT

**VOLUNTEER** | 5<sup>th</sup> Elite Men's National Boxing Championship, *Bellary, India*

September 2021

- Managed various operational components for 2 of 32 teams including accommodation, food, transport, and their schedules.
- Led the overall championship level operations including bus schedules, directing athletes, and issuing accreditation cards.

**LITERATURE REVIEW** | Renewable Sources of Energy in India: A Journey of Potential to Realization

August 2020

- Performed a literature review on the current scenario and potential of renewable energy in India.
- Highlighted the benefits of the various schemes and programmes launched by the Government to encourage renewable energy.
- Explored the impact of renewable sources of energy on conventional sources of energy and the different emerging future technologies in the renewables sector.

## SKILLS

**TECHNICAL:** C++, Aspen Plus, Microsoft Office, Adobe Creative Suite, AutoCAD, Sketchup, Minitab, Data driven decision tools, WordPress

**CERTIFICATIONS:** Oil/Gas Industry Operations and Markets from Duke University



## MINAL RAMTEKE

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### EDUCATION

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**NORTHWESTERN UNIVERSITY**  
Master in Engineering Management

**Evanston, IL, United States**  
Anticipated June 2023

**MIT, ACADEMY OF ENGINEERING, PUNE UNIVERSITY**  
Bachelors of Engineering – Chemical Engineering

**Pune, India**  
August 2011 – June 2015

### WORK EXPERIENCE

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**HCL Technologies Limited** via TAS India Private Limited  
**Senior Project Engineer**

**India**  
**April 2022 – Aug 2022**

- Provided continuous support to ExxonMobil MOIT Agile Project environment
- Carried out various incident management and maintenance activities across the client locations all over the globe

**Honeywell Automation India**  
**Project Engineer I**

**September 2019 – March 2022**

- Delivered over 15 projects right from greenfield to brownfield plants with all model inspections, and modifications in comparison to real plant data on schedule and below budget to original customer specifications
- Managed scope, budget, quality, schedule, resources, risks, and communication with customers from start till delivery and achieved an average of 97% quality KPI scores and exceeded budget goals by as much as 10-20%
- Created 10 full project plans and 50+ individual tasks with internal and external resources allocation. Also coordinated with different external vendors and contractors to ensure planning, execution, and delivery to the end customer
- Mentor graduate engineer trainees to build skills and enhance confidence along with simulation training
- Led planning and execution of startup, shutdown of virtual plants with real time and design data for critical observations and repairs by managing the engineering standards of the real plant model and responsible for maintaining accuracy of model w.r.t Project Life Cycle System

**Application Engineer**

**September 2016 – Aug 2019**

- Migrated 1990's simulation plant model to new virtual plant in the latest 2016 version of simulation software for the first time in Honeywell that increased compatibility with greenfield plants, & increased plant optimization by 10%. This project helped to gain more customers
- Developed the Functional Design Specification Documents, Engineering Plan, generated the RAIL – Rolling Action Item List, Data Register, Query log. Prepared and conducted Customer Presentations, Training, kick off Meetings, Status reports, and weekly telecons for internal and external customers by completing the Model and Factory Acceptance Tests with zero punches
- Designed and optimized solid handling equipment's in simulation software with providing 99% accuracy while reducing cycle time and resource required and achieved a Milestone of User Acceptance Test of three plants at customer site and conducted end user training on DOS system with 100% customer satisfaction and 20% less resources

**Graduate Engineer Trainee**

**August 2015 – August 2016**

- Delivered a Shell Project for the Isometric analysis of pipelines from the P&IDs and implementation in simulation model
- Accomplished a Six Sigma Green Belt Certification while working on a project wherein the scope of improvement was identified and created an excel tool for flash testing by minimizing cycle time from 30 hours to 5 hours and it was entirely reusable that diminished subsequent project development time by 20 by revamping quality of deliverables

### SKILLS

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**Technical:** CSPO, Unisim design, Unisim operation suites, Simulation, Aspen Hysys, Asset Sentinel, DOS, HMI web builder, Minitab, MS Office Toad, Seeq, Quantitative Analysis, Startsim, QC tools, Decision tools, Market Research

### LEADERSHIP AND VOLUNTEERING

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**Head of the Cultural and Sports Organizing Committee | Honeywell, India**

**August 2016 – April 2022**

- Organized Singing and Dance competition for all employees of Honeywell in Pune city. Organized Football and Cricket matches for Women for the first time to encourage them to learn and be part of these sports

**Lead | Six Sigma Green Belt Project | Honeywell, India**

**June 2016**

- Identified MUDA and constructed a plan using Six Sigma tools for reducing the cycle time and improve the quality. Delegated the work within the team members with regular follow up and resolving issues

**Ladies Representative | Indian Institute of Chemical Engineers, Student Chapter | MIT AOE, India**

**August 2014**

- Co-ordinated with college team for various chemical engineering competitions and represented my team at National Level

### ACCOLODES AND ACHIEVEMENTS

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- **Bronze Award** for Successfully Driving: The Wellness Collective (TWC), a team which focus on employee's health in office – **Jan 2021**
- **KNPC CFP MAB Appreciation Award** for showing great initiative to come up with innovative ideas to help ameliorate the process - **Feb 2019**
- **DOS (Dynamo Operation Suites)** – Configuration Training. – **November 2017**
- **Six Sigma Green Belt** Training and Certification – **June 2016**

# Mahesh Ranga

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## EDUCATION

### Mahindra École Centrale

Hyderabad, India

**Bachelor of Technology, Electrical and Electronics Engineering, GPA: 8.04/10**

2015-2019

*(Member of the Men's Football Team, Head of Merchandise for Airo Sports Fest, Continuity Supervisor for Film Club)*

**Relevant Coursework:** Power Systems and Electronics, Artificial Intelligence, Corporate Management and Finance, Design Thinking, Computer Architecture and Design

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## WORK EXPERIENCE

### Emation

Hyderabad, India

#### **Assistant Manager, Building Management Systems BU**

Feb 2021 - Present

- Headed a team of 7 engineers and oversaw the conceptualization and execution of system design, procurement, and project management for the automation of Heating, Ventilation, and Air Conditioning of clean rooms
- Effectuated a cleanroom monitor that reduces Capex cost by 20% and minimizes loss of data
- Spearheaded multiple installations of Building Management Systems in COVID vaccine plants that decreases energy consumption by 25%
- Streamlined the implementation of Building Management Systems and Environmental Monitoring Systems to reduce project execution time by 15%
- Conferred with the "Rockstar of the Year" Award by Schneider Electric for delivering uncompromising results within COVID-impacted timelines in the Indian Healthcare Segment, 2021

### Emation

Hyderabad, India

#### **Graduate Engineer Trainee, Building Management Systems BU**

Sept 2019 - Jan 2021

- Implemented numerous installations of CCTV systems, Fire Alarm Systems, Public Address Systems and Access Control Systems for various clients in Life Sciences and Commercial facilities
- Coordinated the implementation of Chiller Plant Managers and saved more than 30% in energy consumption
- Executed the Circuit Monitoring System (CMS), a system for monitoring electrical installations, that gives an overview of the system performances to help mitigate short circuits and save energy

### ZS Associates

Pune, India

#### **Decision Analytics Associate - Intern**

Jan 2019 - June 2019

- Extracted and modified pharmaceutical client data using applications such as SQL and Excel. Developed reports depicting necessary metrics for a US-based pharmaceutical client
- Performed Customer Segmentation for a biopharmaceutical client to augment the process of targeting customers for their new entrant
- Designed and integrated the Incentive Compensation plan by leveraging the Javelin suite of tools, developed by the in-house Leadership team

### Awicon Technologies LLP

Hyderabad, India

#### **Automation Intern**

June 2018

- Implemented Smart Home control system for domestic residences to improve energy efficiency and user comfort levels
  - Proposed the Lighting Control Solutions system for commercial buildings that helps monitor and minimize energy consumption for the client
- 

## ACADEMIC PROJECTS

### Low Power BCH Decoder

- Implemented bit synchronization algorithms in WBANs to reduce the errors due to noise while reception and thereby increase the effectiveness of transceivers

### Path Planning Robot

- Prototyped a robot that calculates and travels along the shortest route when a set of coordinates are given
- Programmed an Arduino UNO R3 and integrated it with brushless motors, transmitter and receiver using Arduino IDE

### Dye-sensitized solar cell

- Designed and made a working prototype of solar cell that generates electrical current from solar energy
  - Studied the effects of different handmade dyes from rose petals, leaves and synthetic dyes to better optimize the current output
- 

## AWARDS AND ACHIEVEMENTS

- Awardee of the "Academic Scholarship", for six consecutive years from 2013, for clearing the National Talent Search Exam conducted by The National Council of Educational Research and Training
  - Won the "Transportation Challenge Award" at the Open Innovation Hackathon organized by the University of California, Berkeley, in collaboration with the Government of Andhra Pradesh, for designing a prototype of a bicycle in a box
  - Member of the MEC Photography Club. Organized "Photo Walks" and "Basics in Photography" workshops to help the members build technical expertise in Photography.
  - Facilitated the setting up of a start-up, Politico, an organization that aims to exalt men's fashion through the use of exotic primitive fibers of the world, by providing financial investment.
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## SKILLS AND INTERESTS

**Technical Skills:** Python, SQL, AutoCAD, Schneider EBO, Excel, Arduino IDE

**Other Skills:** Operations Management, Project Management

## ACADEMIC QUALIFICATION

**Bachelor of Engineering in Electrical & Electronics Engineering**, CMR Institute of Technology, Bangalore affiliated to Visvesvaraya Technological University. **Aggregate:** 72.6% (1<sup>st</sup> to 8<sup>th</sup> semester), Aggregate as per university: 74.17% (5<sup>th</sup> to 8<sup>th</sup> semester), **GPA:** 3.934/4 (used Scholaro conversion for 1<sup>st</sup> to 8<sup>th</sup> semester)

## WORK EXPERIENCE

**Carelon Global Solutions,**  
**Quality Analyst**

**Bangalore, India**  
**Oct 2021-Present**

- Testing various healthcare features in Mainframe applications for 'Elevance Health' which operates in 15 states of the United States.
- Taking end-to-end ownership of the requirements from designing test cases, test execution, defect tracking, documentation and final presentation of the results to stakeholders.
- With thorough analysis of functional requirements and critical reasoning, identified critical defects in one of the healthcare systems that could have impacted business.
- Improved testing processes by automating repetitive tasks like data creation, leading to reduction in manual errors.
- Attending agile ceremonies including scrum calls and end of sprint demos with stakeholders to demonstrate progress on product roadmaps and take valuable feedbacks on areas of improvement.
- Mentoring and training junior resources on healthcare systems and different mainframe applications.
- Led a team of 5 for multiple requirements/projects and successfully fulfilled all deliverables within stipulated time.

**Larsen & Toubro Infotech (Presently known as LTIMindtree)**  
**Software Engineer**

**Bangalore, India**  
**Jun 2020-Oct 2021**

**Worked For client - Broadridge Financial Solutions, United Bank of Swiss (UBS):**

- Tested UBS Mainframe applications through functional, integration, regression and automation testing.
- Tested accuracy of data flow from mainframe application to UI by integrating with upstream & downstream teams.
- Secured future projects for company by identifying glitch in the existing business functionality.
- Worked on multiple complex requirements in parallel and matched client's expectations by 100%.
- Co-ordinated with both the clients for reviewing each stage of STLC and presented test results for final approvals.
- Ensured pre-requisites for testing (like environment, tools, data) were in place. Also, developed and implemented testing strategies and test plans for mainframe applications.
- Collaborated with cross functional teams, developers, product owners and stakeholders for defect triage meetings and requirement analysis.
- Ensured escalation processes were followed to swiftly alert all the project stakeholders for risks or issues in the project and confirmed appropriate actions are taken.

**Worked for client - Ingram Micro:**

**Aug 2018-Jun 2020**

- Performed analysis, functional design, development, integration, end-to-end system testing, data verification and validation in batch and interactive IBM MVS Mainframe environment (JCL, COBOL, DB2, SQL, CICS).
- Developed and Enhanced mainframe applications for retail domain. Worked on improving the user experience in sales orders, purchase orders, vendor and inventory maintenance CICS screens.
- Adept at gathering and documenting requirements, assessing business objectives and managing all stages of software development and implementation.
- For faster processing of inventory data, developed a mainframe batch application for inventory maintenance by replacing existing online application.

## INDUSTRIAL TRAINING

Undergone training in **HAL-Helicopter Division** (Hindustan Aeronautical limited), an Indian state-owned aerospace and defence company. Learnt the process involved in manufacturing and assembling of various types of helicopters and their functions. Also, presented technical report on manufacturing of helicopters and types of sensors used, from July-August 2017.

## ACADEMIC PROJECT

**Title:** Speed Control of Induction Motor through Wi-Fi Technology

**Timeline:** 6 months

**Team Size:** 4

**Synopsis:** Designed a real time electronic control system that can be used to control the speed of motors kept at remote locations using an embedded technology. Created a model to control the speed of various domestic, commercial and industrial appliances working on single phase induction motor from a remote distance using an android application with the help of Wi-fi technology.

## TECHNICAL SKILLS

- **Programming languages:** Cobol, C
- **Tools & Utilities:** CICS, VSAM, JCL, SPUFI, FILE AID, IDCAMS, CA-7, DFSORT, TSO/ISPF, DCLGEN and IEBCOPY, QTEST, JIRA, Simplify QA, MS Office (Word, Excel and PowerPoint)
- **Databases:** SQL, IMS DB, DB2
- **Business Domain Knowledge:** Retail Management, Wealth Management, US Healthcare.
- **Soft skills:** Presentation skills, critical and analytical thinking, detail oriented, problem solving, leadership skills, cross functional team management.

## WORKSHOPS ATTENDED

- Attended Scaled Agile, Scrum and Kanban workshops conducted at Carelon Global Solutions, September 2022.
- Participated in a workshop on 'Animation & Game design using blender' held at CMRIT, September-October 2016.
- Attended hands-on workshop on 'ARDUINO' held at CMRIT, August 2016.

## AWARDS & ACHIEVEMENTS

- Recognized with 'Quarter Performance Award' at L&T Infotech, September 2019.
- Was among top 10 percent of students to secure a **FCD** (First Class & Distinction) aggregate in the department of Electrical & Electronics Engineering, in the batch of 2018.
- Won 1<sup>st</sup> place in Essay Writing competition organized by 'Samskruthi', CMRIT Kannada club in 2017.
- Declared Runner-up in the inter college competition 'LIFO' conducted during 'RASE17' in association with IEEE, in 2017.

## EXTRACURRICULAR ACTIVITIES

- Being part of organization's dance team 'TWIST & PULSE' in L&T Infotech, performed in a charity event to raise funds for a shelter home named 'Aruwe' in the year 2019.
- Actively involved in L&T Infotech's CSR activities by participating in Marina beach cleanup, conducted fun activities and taught science to government school students.
- Led the college club 'Samskruthi', a club dedicated to organizing activities in my state's official language Kannada, promoted awareness about the recent depletion of the language usage in Bangalore through various activities. Also, conducted the event of 'Kannada Rajyotsava' in the year 2016 & 2017.
- Worked as a coordinator in organizing 'Srishti' 2016, a state level engineering project exhibition and competition held in May 2016.
- Co-ordinated the events for college fest 'CULTURA' in the year 2016 & 2017.
- Won 1<sup>st</sup> place in district level Throwball and Volleyball interschool matches in the year 2011.
- Involved in content creation on Instagram from 2022, producing comedic videos that bring to life the humor in corporate and daily life experiences.

# PRAKHAR RASTOGI

8729858811 | [prakharrastogi2023@u.northwestern.edu](mailto:prakharrastogi2023@u.northwestern.edu) | <https://www.linkedin.com/in/prakhar-rastogi/>

**PROFESSIONAL SUMMARY:** Management master's student with a focus in Product Management and completing coursework on Strategy, Marketing, and Finance. Three years of experience leading teams to plan, build, launch and manage SaaS application and cloud services. Expertise in cloud services, system design with a working knowledge of AI, ML, and Robotics. Seeking product manager summer internship positions.

## EDUCATION

### Northwestern University

Master of Engineering Management | Conc. in **Product Management**

**Evanston, IL**

Sep 2022-Dec 2023

- Awarded *Albert H. Rubenstein Memorial Scholarship*
- Relevant Coursework: Data Driven Decision Making, Venture Capital

### Indian Institute of Technology

Bachelors and Master of Technology | Major in Electrical Engineering

**Varanasi, India**

Jul 2014-May 2019

- Awarded *Merit-based scholarship*
- Relevant Coursework: Stochastic Processes, Deep Learning, Project Management & Entrepreneurship

## SKILLS & CERTIFICATIONS

- **Technical Skills:** Tableau, Trello, Jira, Notion, Confluence, SQL, Python, Java, Oracle Cloud
- **Interpersonal Skills:** Quick Learner, Critical Thinker, Problem Solver, Analytical and Logical Thinker
- **Certifications:** CFA-Level 1 in June'19

## PROFESSIONAL EXPERIENCE

### Oracle Corporation

Senior Member of Technical Staff/Part-time Product Manager (*Analytics Rockstar Award-FY22Q3*)

**Bengaluru, India**

Jan 2021-Aug 2022

- Led team of 3 engineers to conceptualize user flow, design and develop auto-synchronization service to automatically reconcile user roles and permissions across various silo-applications
- Accomplished onboarding of 70k users into our product and increased revenue of \$7M annually
- Prepared Market Research Document for next generation Artificial Intelligence driven analytics dashboards that allowed my team to create product roadmap for next 3 years
- Researched on Machine Learning pipeline infrastructure integration into service and identified use cases of ML

Member of Technical Staff (9 projects, Hackathon winner, 1 USPTO patent pending)

Jul 2019-Dec 2021

- Spearheaded team of 4 engineers to design, develop and deliver distributed backup service in cloud instances
- Adapted changing requirements, delivered service in production, resulting 99.99% service availability, and reduced yearly down-time of application by 98% that can lead to potential savings of worth \$10M
- Designed an optimized business logic for backup service to save storage by 96% and caching time by 99%
- Led implementation of robust stateless session management system in Java, improved load balancing and scalability of SaaS application, and increased no. of requests processed per second by 12%
- Developed 8+ frameworks and 5 features to improve service infrastructure and operational efficiency, enhanced modularity and extensibility of code and improved productivity of 15 developers
- Conducted daily scrums to manage, prioritize, and delegate tasks pertained to 30+ APIs and 15+ UI/UX items
- Collaborated cross-functionally with stakeholders to deliver and launch 10+ features

## LEADERSHIP EXPERIENCES

### Indian Institute of Technology

Member of Finance Committee - Students' Parliament (\$300k annual budget, 5000+ students).

**Varanasi, India**

Apr 2016-Mar 2017

- Partnered with 5 council teams, 20+ clubs and 4 festival teams to plan and organize social, technical, cultural, and management events, workshops, and competitions
- Initiated and funded 5 new technical projects to improve college representation in national events

Head of Media Relations, Technex - Technical Festival

Oct 2016-Feb 2017

- Organized Press Conference for launch of technical festival. Coordinated with journalists and reporters of more than 15 media houses to coverage for 4 continuous days
- Led team of 10+ members to prepare daily press releases and official photographs of event

## AWARDS

- Awarded Certificate of Merit for organizational activities in Students' Parliament, IIT, India
- Selected by National Institute of Ocean Technology to represent AUV model in Student AUV Competition

# Niharika Rayapati

[niharikarayapati2024@u.northwestern.edu](mailto:niharikarayapati2024@u.northwestern.edu) | <https://www.linkedin.com/in/niharika-rayapati>

## WORK EXPERIENCE

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### Solution Support Engineer

#### SAP LABS INDIA

Bangalore, INDIA  
November 2021 – August 2023

- Handled critical customer issues in SAP Product SUM/OCS, provided quick resolutions avoiding business loss in production environment.
- Taken up role of Employee engagement coordinator to bridge between team and manager. Engaged team by conducting activities.
- Contribution in creating Knowledge base articles, to strengthen SAP community.
- Expanded knowledge in DMO, Nzdm products of SAP.

### SAP BASIS and HANA consultant

#### CLOUD4C Services

Hyderabad, India  
May 2018 – Nov 2021

- Implemented solman/frun, to fetch alerts from servers avoiding huge outages during business hours.
- Received Bright Beginner Award for commendable performance and exemplary dedication.
- Performed critical activities- Upgrades of Kernel, HANA, Cloud connector, Host agent, BODS.
- Attended Go-Gemba global audit consecutively 3 years during my tenure.

### Project Intern

#### BOSCH Limited

Bangalore, India  
May 2017- June 2017

- Project on upgradation of PLC- Programmable Logic Controller
- Only female candidate selected in a batch of 30 Associates for the internship.
- Programmed the logic controller for the use case of spark plug in automobiles.

## EDUCATION

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### Northwestern University

*Master of Engineering Management, Product Management*

Evanston, IL

### GITAM School of Techology, GITAM University

*BE, Electronics and communication Engineering*  
(GPA: 8.01)

Bangalore, India  
May 2018

## SKILLS

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- Networking – protocols, topologies, OSI Model, TCP/IP, LANs, MANs, WANs, devices, data transmission
- Windows/Linux administration – OS administration in SUSE/Red hat Linux platforms and windows environment.
- HANA/ SQL/Oracle – DB administration and maintenance activities in cloud servers
- VMware- Hosts configuration and high availability maintenance.
- Operating Systems: Linux, Windows
- Programming Languages: C/C++
- Software: SAP, HANA, BASIS

## HONORS

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- First class with distinction in BE, Electronics and Communication Engineering, GITAM University.
- Merit Prize for presentation on 'Adaptive cruise control' at National Level Engineering Event, GITAM University, 2015.
- First Prize for presentation event at techno management fest conducted by Bengaluru School of management studies, India, 2015
- Merit Prize for group discussion competition conducted by Bengaluru School of management studies, India, 2015

## ACTIVITIES

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- Hosted 20 + formal events at GITAM University, Bangalore, India.
- Volunteered to give English lessons to children (8-12 yrs old) at local government school in neighborhood during semester breaks.
- Received merit prizes in competitions held during local festivals, CLOUD4C, India.

## Akhila Reddy

[chappidireddy2023@u.nortwestern.edu](mailto:chappidireddy2023@u.nortwestern.edu) | +1(872)-810-5459 | [LinkedIn](#)

### EDUCATION

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**Northwestern University | Evanston, Illinois** **Anticipated June 2023**  
Master of Engineering Management

**Mumbai University | Mumbai, India** **June 2016**  
B.Tech, Electronics and Telecommunication Engineering

### PROFESSIONAL EXPERIENCE

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**Philips Healthcare Innovation Centre | Pune, India**

***Complaint Investigator*** ***Oct 2019 – Aug 2022***

- Vast experience in complaint handling, reporting, and trending for image-guided therapy (IGT) products installed globally.
- Wide knowledge of FDA regulations, safety standards and regulatory compliance guidelines.
- Familiarity with FDA 21 CFR 820.198, QSRs, ISO 9001, MDR, IVDR and other medical device regulations.
- Collaborated with the Engineering, QE and support departments (SCS/SDL) to complete complaint analysis and compile investigation results.
- Initiated several CAPA and SCAR wherever needed.
- Worked on various adverse events reported and acquired other relevant clinical information, as needed.
- Worked on projects such as “Backlog Burndown” by implementing lean processes resulting in reducing the backlog by 60% within 2 months.
- Trained and peer reviewed a team of 20 members on complaint handling process as a SME.
- Support conduct of internal and external cGMP audits and regulatory agency inspections, and completion of post-audit / inspection commitments.

**Philips India Limited | Mumbai, India**

***Service Support Engineer*** ***Jul 2016 – Sep 2019***

- Proficiency and technical expertise in Monitoring and Analytics (MA) & Therapeutic Care (TC), Ultrasound and Digital Pathology Systems (DPS) equipment; Worked with customers to identify and resolve problems in a timely manner, resulting in an increase of Net Promoter Score (NPS) from 7 to 9.
- Experience in maintaining and repairing mechanical and electrical systems, including system test and calibrations.
- Familiarity with ISO 9001 and FDA quality system regulation quality control guidelines.
- Provided preventive (PM) and corrective maintenance (CM), field change order (FCO) and installation activities (IA), start-up of current systems, user training, and promotion of company products & services
- Single handedly managed 6 major installation projects for DPS all over India.
- Trained and managed the dealers for MATC systems all over West region.
- Improved territory technical support with courtesy visits to customers and supplied sales leads for maintenance and engineering services; Increased sales and customer penetration by 8% in MATC business.

### SKILLS

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- **Technical**  
Agile, Trackwise, Salesforce, Windchill, Polaris, ClearQuest, SAP, oneEMS, Product knowledge, CSPO, PMP, Minitab, Excel, SQL, Simulation, Product RoadMap, Competitor Analysis.
- **Behavioral**  
Intercultural competence, Emotional Intelligence, Communication, Team management, Customer Management, Event organization.

# Daoud Shafique

Skilled AI & Robotics leader, adept at tech innovation, process automation, and strategic IT management. Proficient in Lean Six Sigma, Agile, and Microsoft tools. Thrives in dynamic environments, demonstrating excellent team leadership, program management skills, and a commitment to delivering high-quality solutions.

## Contact

### Address

Skokie, IL

### E-mail

Daoudshafique95@gmail.com

### Phone

(847) 666.5045

## Education

### Masters in Engineering Management (MEM)

*(Expected Completion 2025)*

Northwestern University | Evanston, IL

### Executive Degree in AI & Digital Transformation

Massachusetts Institute of

Technology (MIT) | Cambridge, MA

### Bachelor of Science in Computer Science (B.Sc.)

Loyola University Chicago

| Chicago, IL

## Skills

Robotic Process Automation  
Generative AI  
AI Based Modeling  
Cross-Functional Collaboration  
Data-Driven Decision Making  
AI/ML Development & Design  
Process Mapping  
Automation design  
Lean Program Management  
Business Impact Analysis

## Work History

### Senior Manager, Intelligent Automation & Digital Transformation

Kraft Heinz | Chicago, IL | Feb 2020 – Present

- Administer and supervise automation development across **5 global regions** using a combination of Automation Anywhere, UiPath, and MS Power Automate.
- Deployed **300+ automations**, which resulted in a total savings of **1.7 million hours** (576 FTE) and **\$878,000** of hard cost savings.
- Lead a project involving the automation of quality checks for tomatoes throughout the United States. As a result, our automated process ensured that all Tomato-based products manufactured in 2022 underwent quality checks, leading to significant cost savings and efficiency improvements company-wide.
- Spearheaded annual **savings of \$325,000** by implementing Lean Six Sigma principles to streamline workflows and reduce waste across multiple projects. \$130,000 alone were saved during our migration effort from **AA v11 to A360**.
- Built strong partnerships with over **12 international vendors** & partners for the Kraft Heinz Intelligent Automation department.
- Achieved a remarkable increase of over **40% in internal automation** requests by spearheading comprehensive research and designing a strategic multiyear plan that included staff education and process optimization, centered around digital transformation.
- Introduced Agile best practices, such as test-driven development (TDD) and continuous integration/continuous delivery (CI/CD), reducing development **cycle times by 20%** and fostering a culture of quality and rapid feedback.
- Constructed strategy plans and drove the day-to-day execution to maintain Kraft Heinz's leading position in the automation realm, resulting in a 20% increase in operational efficiency and a **30% reduction in process cycle time**.
- Forged alliances with business stakeholders across various departments including Supply Chain, Finance, and HR, which led to an improvement in cross-departmental collaboration and alignment with business objectives. This led to a **90% buy-in across business units**, such as the successful implementation of a new AI-powered data analysis tool to drive real-time business insights.
- Engineered a robust work engagement framework, introducing a tiered system for project prioritization, which **accelerated project initiation and execution by 25%**. This, coupled with successful advocacy of the framework's benefits to stakeholders, led to a 40% increase in project approval rates.
- Collected and analyzed digital marketing channel data utilizing Tableau and MS Power BI, automated performance data, and prepared quarterly and annual reports, leading to a **15% increase in marketing campaign effectiveness** and contributing to data-driven decision making.
- Directed the vendor development and internal automation teams of over 40 professionals, improving project delivery times by 25% and fostering an environment that encouraged continuous learning and professional growth.



## Digital Toolkit

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Automation Anywhere  
UiPath  
WorkFusion RPA  
Microsoft Power Platform  
Microsoft Power BI  
Microsoft Visio  
Microsoft Project  
Microsoft Office Suite  
Minitab  
TensorFlow  
Tableau  
JIRA

## Certifications

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### AA Advanced RPA Professional

*(Automation Anywhere)*

### RPA Developer Associate

*(UiPath)*

### Business Intelligence Specialist

*(WorkFusion RPA)*

### MS Power Automate Associate

*(Microsoft)*

### MS Office Suite Master

*(Microsoft)*

## Software Engineering Manager

*BMO Harris Bank | Chicago, IL | May 2017 -January 2020*

- Managed infrastructure as code through **Red Hat Ansible Automation** and led continuous support to a total of 8 automated systems in a regulated environment, using WorkFusion RPA & the Python Libraries: Automate, NumPy, and Pandas.
- Amplified efficiency of BMO Harris Bank's monthly close process **by 75% via automation** of the Journal Entry Process.
- Led the integration and management of infrastructure as code through Red Hat Ansible Automation, which included creating dynamic reports, dashboards, and performance indicators aligned with business strategies and initiatives for senior leadership.
- Developed an automated in-house end-to-end portfolio management system with a development team of 6 core developers, utilized across different pillars of BMO Harris Bank, providing a total savings of \$265,000 savings per annum.
- Pioneered process refinement and automation utilizing Python, Visual Basic, and Selenium using Java in close collaboration with multiple departments, including the Finance Team, Project Management Team, and Account Management Teams.
- Conducted regular performance evaluations and provided constructive feedback to team members, driving individual growth and fostering a high-performance Agile culture.

## IT Business Analyst/Scrum Master

*BMO Harris Bank | Chicago, IL | May 2016 -May 2017*

- Implemented process improvements as a Scrum Master in line with the office of the CIO, resulting in bringing down average turnaround time for Business Management, Vendor Management, and Portfolio Management teams from 2 weeks to 24 hours.
  - Managed financial data for upcoming projects with the Senior Leadership, documenting system requirements, defining scope and objectives, and assisting in the creation of system specifications that drove system development and implementation.
  - Held business review meetings, conducted daily stand-ups for horizontal services, monitored backlog, removed impediments, and presented analytics and performance results bi-weekly, showcasing outstanding management skills.
  - Employed various Agile techniques, such as user story mapping, to effectively visualize and prioritize product features, enabling efficient backlog management and planning.
  - Conducted comprehensive gap analysis and impact assessments to identify potential risks, dependencies, and opportunities, proactively managing potential obstacles and minimizing project disruptions.
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# NEEL RAKESH SHAH

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## PROFESSIONAL EXPERIENCE

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### Sliderswindow Solution Systems LLP | Mumbai, India

#### Senior Project Manager

July 2021 - July 2022

- Managed frontline operations for a **\$1M** window and façade project in a 450k sq ft residential complex. Supervised all value chain aspects, such as service, inbound and outbound logistics, and implemented agile methodology.
- Collaborated with cross-functional departments such as Design, Operations, Onsite, Finance, and Marketing to prioritize project tasks, oversee dependencies, and track deliverables.
- Performed root cause analysis of the production process, recommended and introduced punching machines to the shop floor, and enhanced cycle time from **2 days to 4 hours**, thus reducing the project execution phase by **6%**.
- Drove product development of 5 window profiles from ideation to execution, each of which catered to distinct retail and corporate market segments & offered customization, increasing client **retention rate to 88%**.

#### Project Manager

Oct 2019 - June 2021

- Performed cost estimation for the volatile hardware and aluminum commodity market and created a cost management strategy that resulted in **23% savings**.
- Spearheaded weekly cadence with the engineering team, bi-weekly with the finance team, and monthly with senior management to address roadblocks and ensure project timelines are met.
- Improved the company's visibility by listing products on an e-commerce marketplace and handled these new orders with internal departments, resulting in a **7% growth** in net profit and generating a **GMV of \$60k**.
- Created a comprehensive Annual Operating Plan (AOP) for 4 projects and revisited it regularly to control risks and ensure project adherence to the defined quality, budget, and schedule.

### Larsen and Toubro Ltd. | Mumbai, India

Oct 2018 - Oct 2019

#### Project Engineer

- Headed a **\$2M** project for Bhabha Atomic Research Centre (BARC) by collaborating with 9 suppliers and 6 cross-functional stakeholders (Metallurgy, Quality, Engineering, Production, Logistics, & Finance).
- Implemented process improvement by conducting joint inspection visits at facilities of 3<sup>rd</sup> party vendors to expedite dispatch approvals, helping accomplish key deliverables on time and increasing **planning efficiency by 30%**.
- Initiated and conducted weekly meetings with 9 suppliers to track progress and identify discrepancies early, resulting in risk mitigation, streamlined workflow, and decreased processing time from **40 days to 13 days**.
- Generated more throughput from resources & delivered projects **10% faster** by using Microsoft Project & Infor LN.

## EDUCATION

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### Northwestern University | Evanston, IL

Sept 2022 - Dec 2023

Master of Engineering Management, Concentration - Project and Process Management

GPA: 3.9 / 4.0

### K. J. Somaiya College of Engineering | Mumbai, India

Aug 2014 - May 2018

Bachelor of Technology (B.Tech) in Mechanical Engineering

GPA: 7.53 / 10.00

## SKILLS

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- **Certifications:** Project Management Professional (PMP)®, Certified Scrum Product Owner (CSPO®), PMI member
- **Tools & Software:** MS Office (Word, Advanced Excel, PowerPoint & Visio), MS Project, Confluence, JIRA, Power BI, Infor LN (ERP), Minitab, Tableau, AutoCAD
- **Functional Skills:** Agile Methodology, Change Management, Root cause analysis, Cost Management, 6σ principles, Lean Production, Kaizen, FMEA, Cross-cultural Communication, Customer Liaison, Supply Chain Operations

## RESEARCH AND PROJECTS – UNDERGRADUATE

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### Orion Racing India (Automotive Formula Student Organization) | Mumbai, India

#### Drivetrain Head

July 2017 - Aug 2018

- Oversaw cross-functional design dependencies & implemented 5-S methodology, increasing **efficiency by 27%**.
- Managed the supply chain for transmission parts, ensuring deliveries aligned with the schedules of interdependent automotive departments, thus reducing bottlenecks on the assembly line by 36%.

#### Drivetrain Engineer

Mar 2016 - July 2017

- Designed Sprockets & eccentrics using FMEA to improve reliability & reduce weight, reducing project **costs by 9%**.
- Created Bill of Materials (BOM) and performed cost analysis on each subsystem part for the cost report.

## EXTRA CURRICULAR ACTIVITIES & INTERESTS

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- Board Member and event coordinator for the Indian Graduate Students and Scholars Association (IGSSA) at Northwestern University | *Interests:* Piano, Dancing.

# AMAN SHAIKH

Mumbai, India | amanshaikh2024@u.northwestern.edu | +91 9594134650 | <https://www.linkedin.com/in/shaikh-aman/>

## EDUCATION

### Northwestern University, Evanston, IL

Dec 2024

Master of Engineering Management, Concentration: Product Management

Coursework: Product Management, Project Management, Leadership and Organizational Behaviour, Strategic Management, Decision Tools for Business, Engineering Management, Accounting for Engineers, Corporate Finance

### Veermata Jijabai Technological University, Mumbai, India

May 2019

Bachelor of Technology in Mechanical Engineering, Secretary of Student Council

Coursework: Operations, Probability & Statistics, CAD/CAM, Kinematics of Machines, SCM, Robotics

## PROFESSIONAL EXPERIENCE

### Signzy Technologies, Mumbai, India

October 2022 – August 2023

*Business Analyst*

- Supported aspects of the business cycle, proposals, feasibility studies and implementations with managing projects, developing plans and monitoring performance to ensure timely completion of projects
- Performed gap analysis between product features and customer requirements, negotiated between technology and business teams to formulate and define scope and objectives for clients from BFSI domain

### Neewee Analytics, Bengaluru, India

December 2021 – September 2022

*Business Analyst*

- Authored business requirements document for a proprietary software application; led requirements elicitation sessions including requirements analysis, solution assessment and validation, mapped business processes using BPMN, and prepared user stories, data models along with interface/functionality wireframes
- Liaised between technical and business stakeholders for web application design and managed entire Software Development Life Cycle for end-to-end implementation, fulfilling 95% of requirements on-time culminating in a 'Rising Star' Award

### Schneider Electric, Mumbai, India

July 2019 – December 2021

*Deputy Manager-R&D*

- Promoted as a Deputy Manager from the position of Senior Engineer and Graduate Engineer Trainee
- Collaborated with the design team to achieve 25% cost reduction and enhanced breaking capacity in a new range of Air Circuit Breakers by conceptualising and simulating multiple ideas on tools like ANSYS and PTC Creo
- Filed a patent named 'Plug and Play arrangement of ETU in Air Circuit Breakers' for tool-less assembly of trip units, in turn reducing safety hazards and overall cost of assembly

## PROJECTS

### Dare 2 Disrupt Challenge

- Presented a business idea on refurbished solar solutions which would eventually turn out to be a million-dollar line of business for Schneider Electric and shortlisted as 1 of 4 ideas from India amongst more than 250 global participants
- Learned and applied different business fundamentals such as go-to-market strategies, financial decision-making, market research; connected with multiple suppliers of refurbished solar products and performed a cost-benefit analysis to understand the viability of the solution and projected a revenue of 1.3 million USD by 2030

### Design and Development of Cradle for Thrust Measurement

- Designed a cradle for measurement of thrust produced by propeller motor combination used in UAVs and drones
- Prepared 3D models using Autodesk Fusion 360, fabricated the cradle and assembled the load cell to measure thrust produced by different combinations
- Drew a relation between the theoretical and experimental values of thrust and its dependencies on the radius and pitch of the propellers by linear regression using MATLAB and verifying them on the physical setup

## SKILLS

- **Technical:** SQL, MATLAB, Python, Fusion 360, Advanced Excel, SaaS, Azure, CAD/CAM, R Programming, Jira, Minitab
- **Business:** Problem-Solving, Project Management, Agile, Leadership, Communication, Product Management, Operations, User Experience, BPMN

## EXTRACURRICULAR ACTIVITIES

- Led a group of 220+ students in managing the sports affairs and organizing a 12-day intercollegiate sports meet as the Secretary of Student Council, VJTI Gymkhana in 2017
- Represented VJTI as a Delegate at the 1st National Youth Conclave organized by the Indian National Academy of Engineers (INAE) in 2017
- Underwent specialization in 'Business Foundations' by Wharton Online School of Business in 2021 and executed a capstone project on Snapdeal by leveraging learnings on corporate finance, operations management, etc
- Volunteered and organized a fund-raising campaign with Robin Hood Army effectively helping around 60 impoverished households. Joined a maker's community to assist in developing aids/equipment for Covid in 2020-21

# Swati Sharma

+91-7666086826 • [swatisharma2024@u.northwestern.edu](mailto:swatisharma2024@u.northwestern.edu) • [Linkedin](#) • Available for Summer 2024

## EDUCATION

**Northwestern University, McCormick School of Engineering, Evanston, Illinois** Sep 2023 - Dec 2024

*Master of Science in Engineering Management*

- Coursework: Product Management, Project Management, Marketing Issues for Engineers, Strategic Management for Engineers, Accounting for Engineers, Financial Issues for Engineers, Leadership and Organizational behavior

**Birla Institute of Technology Mesra, Ranchi, India**

Jun 2013 - Jun 2017

*Bachelor of Engineering in Electronics and Communication | GPA 3.5/4*

First class with Distinction

- Relevant Coursework: Data Structure & Algorithms, Computer Programming, Economics, Business Ethics.
- Awarded 'The Tata Steel Millennium Scholarship' worth INR 200k for academic excellence.

## WORK EXPERIENCE

**Trinity Life Sciences**

Bengaluru, India

*Associate Consultant*

Apr 2022 - Aug 2023

- Led a team of 6, understood business rules, and produced 60+ different Sales & Field reports for direct client consumption, and enhancing decision making process.
- Orchestrated the creation and delivery of reports monthly, establishing a reliable plan using JIRA that ensured timely and consistent delivery to clients.
- Led a team of 6, automated and streamlined 30+ analytical dashboards with the integration of AWS, SQL and VBA reducing data processing and storage cost by 80%.
- Managed cross-geography teams across Canada, US and India while driving client engagements and training new hires in AWS, SQL & Excel.
- Awarded "Going Above & Beyond" worth 10K for displaying professional excellence, dedication, expert thinking, and playing a pivotal role in the growth of Client Engagement.

**Vallytics Global**

Chennai, India

*Team Lead*

Jul 2020 – Oct 2021

- Offshore Lead for Incentive Compensation design, implementation, and maintenance for US pharmaceutical clients.
- Devised automated model using SQL & Excel to identify top sales performers for rewarding & motivating them based on their market share gain KPI every quarter.
- Performed Root-cause analysis to identify key reasons for the market share decline of a Fortune 100 pharma client and recommended mitigation strategies to the client, boosting sales growth of its primary product by 9%.
- Managed cross-functional teams, understood business requirements, took ownership of building end-to-end data-driven solutions & ensured the quality of final deliverables.

**ZS Associates**

Pune, India

*Decision Analytics Associate*

Jan 2018 – Jun 2020

- Discovered key drivers for the US Cardiology market by integrating multiple data sources & designing a Random Forest model. Brainstormed promotional strategies with stakeholders, which boosted Fortune 20 client's market share by 4%.
- Spearheaded multiple client engagement sessions for requirement gathering and provided strategic recommendations to reduce fortune 100 client's costs by \$1.5 Million through restructuring & resizing.
- Leveraged SQL for analyzing and modeling large data sets for computing multi-faceted sales growth; prepared dashboard summaries to enable clients to identify areas to boost profit by \$500K.
- Played a key role in migrating client's data from SAS to AWS Redshift, reducing operating costs by 75%.

## LEADERSHIP

**Bhumi NGO**

Chennai, India

*Project Manager*

Sept 2021 – Jan 2022

- Collaborated with 50+ NGOs & Schools and managed 3000+ volunteers to successfully conduct cleanup drives in 160+ cities, resulting in the removal of 2.5 tons of waste from beaches and neighborhoods during Daan Utsav.
- Assessed Volunteer feedback data and recommended marketing strategies which increased NPS from 27% to 40%.

## PRODUCT MANAGEMENT FELLOWSHIP

**ProductHood**

Bengaluru, India

*Associate Product Manager Fellowship*

May 2022 -Jun 2022

- Designed a platform for new Edtech tutors to connect socially with 10,000+ experienced teachers across India.
- Solved 50+ Product Case-problems: Gained exposure in Product Design, User research, Product Research, Wireframing, Opportunity sizing, A/B testing, and Go-to-Market strategy.

## SKILLS

**Software / Tools:**

Advanced Excel & PowerPoint | AWS | SQL | Tableau | QlikView | Balsamiq Wireframes | Figma | JIRA

**Skills:**

Project & Stakeholder Management | Product Design | A/B Testing | Analytics | Market Research |

Requirement gathering | Data Management | Dashboarding & Visualization

# Victor Sibiga

[VictorSibiga2023@u.northwestern.edu](mailto:VictorSibiga2023@u.northwestern.edu)

(773) 744-0642

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## OBJECTIVE

Friendly, cooperative, conscientious, dedicated, leader and responsible team player. Chemical Engineer with experience in the life science and refining industries. I enjoy challenges, finding solutions and learning new things.

## EDUCATION

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### Bachelor of Science, Chemical and Biomolecular Engineering

Graduated 2020

*College of Liberal Arts and Sciences, University of Illinois at Urbana-Champaign*

- **Chick Evans Scholar**
- **American Institute of Chemical Engineers**

## LEADERSHIP/WORK EXPERIENCE

### Middough Inc

December 2021-Present

*Process Engineer and Safety Champion Oak Brook, IL*

- Develop, configure and optimize manufacturing processes from inception through to construction.
- Use ChemCAD, Aspen HYSYS, iPRSM and AutoCAD to design, test and enhance chemical systems and processes. Developed specific procedures and methodologies to improve manufacturing processes.
- Develop best practices and innovative solutions to prevent injury, increase production rates and output quality.
- Facilitated safety training, onboarding upskilling and retooling of newly hired applicants.
- Responded to and guided employees through workplace incident and injury if a situation arose.
- Helped in automating Middough's safety observation database and reported findings to the company.

### Nyco Products

October 2020-December 2021

*Quality Engineer/Quality Control Chemist Countryside, IL*

- Conduct a variety of analytical lab tests in compliance with standard testing methods, procedures and regulations
- Develop SOPs for hundreds of chemical formulas; identify chemical safety hazards.
- Utilize chemicals, chemical compounds and chemical processes to create new cleaning agents.

### Asahi Kasei Bioprocess America

May 2019-August 2019

*Engineering Intern Glenview, IL*

- Assisted in the design and assembly of liquid chromatography columns and inline buffer dilutions.
- Participated in research and design and status update meetings.

### Illinois Biodiesel Initiative (IBI)

January 2018-May 2020

*University of Illinois at Urbana-Champaign, Dept of Agricultural and Bio Engineering Team Lead*

- Lead a team of eight individuals in the conversion of glycerin byproduct into quality hand soap.
- Increase soap development from lab to production scale and constantly refine soap creation
- Collected Waste Vegetable Oil from dining halls on campus in order to convert it to biodiesel fuel.

*Treasurer*

- Managed budget, coordinated supply orders and networking events.
- Operated biodiesel reactor to generate fuel from waste industrial oil.

### Park Ridge Country Club

April 2013-August 2020

*Honor Caddie and Trainer*

*Park Ridge, IL*

- Selected to train and develop peers to become new caddies.

### **PROFICIENCIES**

- Technology: AutoCAD, Aspen HYSYS, ChemCAD, iPRSM, Python, Microsoft Word, Excel, PowerPoint, G-Suite Tools, Windows OS, Mac OS, Matlab
- Fluent in English and Polish, Basic Speaking in Spanish • Golfing

# Aditya Singh

[adityasingh2023@u.northwestern.edu](mailto:adityasingh2023@u.northwestern.edu) | [linkedin.com/in/aditya-singh526886145](https://www.linkedin.com/in/aditya-singh526886145)

## EDUCATION

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**Northwestern University (McCormick School of Engineering & Applied Science)** Evanston, IL

*Master of Engineering Management*

*July. 2022 – Present*

- Awarded Albert H. Rubenstein Memorial Scholarship of 10k USD
- Relevant Courses : Engineering Management, Product Management, Operations Excellence, Marketing, Accounts, Finance, NUvention Energy, Strategic Management, Computer Simulation for Risk & Operations

**Indian Institute of Technology (IIT-ISM)**

Dhanbad, India

*Bachelor of Technology (Hons.) in Petroleum Engineering, GPA : 9.35 / 10*

*Aug. 2014 – May 2018*

- Silver Medalist of Petroleum Engineering Department 2018 batch
- Relevant Courses : Energy Management & Policy, Computer Programming, Numerical and Statistical methods, Industrial Engineering, Manufacturing processes, Managerial Economics

## INDUSTRIAL EXPERIENCES

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**Operations Manager, Oil & Natural Gas Corporation (ONGC)**

India

*Productivity Enhancement Team, Gas Injection and CCUS Laboratory*

*Aug 2018 – Aug 2022*

Outlining, monitoring & execution of productivity enhancement and Enhanced Oil Recovery methods in matured wells

- Integrated with cross-functional team to bring in India's first Carbon capture utilization and sequestration project
- Screened 22 reservoirs for CO2 EOR (250 MMt) and 2 reservoirs for immiscible Gas Injection (5MMt reserves)
- Successfully planned 30+ water shut-off and Profile Modification Jobs with gain worth 45M USD
- Managed end-to-end field implementation of two immiscible (envisaged gain 0.35MMt) and one miscible projects
- Spearheaded a team of engineer and staffs to safely and successfully execute more than 35 sampling jobs

**Reservoir Engineer, Royal Dutch Shell, Bangalore,IN**

May 2017 – July 2017

Updated simulation model and generated production forecast for a multilayered sand in Offshore Brunei

- Minimized history matching error to below 5% by improving reservoir characterization
- Insights from the production forecast were used for follow up projects and negotiating Gas Sales Agreement

**Reliance Industries Limited (E&P), Kakinada, IN**

Dec 2016 - Jan 2017

Learnt about the unconventional gas production system from ultra-deep gas fields and coal bed methane

- Developed a correlation to predict liquid level and flow assurance problems in gas wells using pressure data
- Designed various artificial lift method for dewatering of gas wells

## ACADEMIC PROJECTS

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**Economic feasibility of EV fast charging with Microgrids against utility grid** | (*CleanestCharge, IL*) Aug 2022

- Analysed the basics assumptions and output of microgrids EV fast charging
- Corroborated the cost-economic calculation of microgrids against conventional grid

## VOLUNTEERING

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**Kartavya:** (Student run NGO to educate nearby slum children): Fundraiser and Teacher

**School Jagriti:** Leveraged use of digital platform to pique student's interest in studies

**Institute of Social Welfare Action:** Promoted capacity building among rural farmers using green technologies

## EXTRA-CURRICULARS

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- **Employee Welfare Committee (IRS):** Organized various sports and cultural festivals at ONGC Ahmedabad
- Awarded Young executive award for outstanding work on Gas injection processes in 2020
- **Head, Event Management** (SPE ISM Student Chapter): Organized PETROMELA, an annual fest of SPE ISM Student chapter. Won Outstanding SPE Student Chapter award in 2016
- **Head, Industrial Relations**(FIPI ISM Student chapter): Organized E=MC<sup>2</sup>, an Inter- school Energy Awareness quiz in Jharkhand. Won Best chapter award in Petrotech Convention 2016
- **Programming skills:** Python, SQL, R, VBA, C
- **Interests:** Cooking, Anime, Cricket, Badminton, Debate club

## JYOTIKA SINGH

Email: jyotikasingh2024@u.northwestern.edu; Phone: +91-9894609402; LinkedIn: [www.linkedin.com/in/Jyotikasingh04](http://www.linkedin.com/in/Jyotikasingh04)

### EDUCATION

**Northwestern University, Evanston, IL**

*Sept'23*

*Master of Science in Engineering Management*

**Vellore Institute of Technology, Vellore**

*Jul'15-Apr'19*

*Bachelor of Technology, Computer Science and Engineering; CGPA : 8.48*

### PROFESSIONAL EXPERIENCE

**KPMG, Hyderabad, India**

*Consultant*

*Apr'23- Present*

- Optimizing HR powered taxonomy through leveraging D365 ERP and PowerApps capabilities ensuring seamless integration, showcasing transformative impact on HRMS lifecycle, achieving 40% process excellence and driving overall business growth
- Transformed e-commerce operations with an optimized PO requisition and budget clearance workflow, streamlining processes and emphasizing delivery. Seamlessly integrated a vendor portal to enhance supplier relationships, negotiate terms, and expedite procurement, leading to a notable 20% reduction in PO approval time

**KPMG, Hyderabad, India**

*Associate Consultant*

*Apr'21-Mar'23*

- Spearheaded a seven-member team to deliver the fastest implementations of Enterprise Architecture for a digital engineering services company with operations in 12 countries, helped improve client's top-line growth by 20% and added bottom-line gains by 10%
- Led product demos, solution blueprinting, and proposal development - expanded the company's footprint in Brazil and USA by achieving four new customer acquisitions in just one year, increasing QoQ revenue growth by 10%
- Customized framework for HRMS, travel, and expense data. Built third-party integrations via logic apps using AES encryption with the D365 ERP platform. This expanded the company's ERP consulting offerings and reduced 600+ manual touchpoints and won a new contract worth US\$2M for further enhancements
- Conceptualized and designed a complex Global Performance Management System on PowerApps based on a multi-geography performance reviews structure using skills data, built a 16-grid matrix embedded PowerBI Dashboard, and generated an additional \$2 million in business
- Delivered an PowerBI embedded analytical customer aging report to record overdue invoices to measure the financial health of the company and its customer, reducing credit risks by 12%

**KPMG, Mumbai, India**

*Analyst*

*Jul'19- Mar'21*

- Steered invoice reconciliation process by automating billed hours based on sales price and project budgeted hours, improved operational efficiency of 300+ Delivery leads and shortened the invoicing cycle by 38%
- Played a decisive role in developing the learning and development management system, mentored resources by developing a dynamic and innovative automated learning curriculum to reduce the CPE training timeline by 40%
- Worked as a PMO consultant for project and resource budgeting for KPMG Singapore. Implementing value-based conditional workflows to control and manage organization wide DOA
- Upgraded and identified redundancy in the project requisitions cycle by linking voluntary attrition data allowing project managers to utilize bench pool employees for replacements and manage employee turnaround effectively by 20%

### INTERNSHIP

**KPMG, Mumbai, India**

*Management Intern*

*Jan'19- Jun'19*

- Designed warranty claim processing workflow to track product warranty and claims report to track expenses incurred due to warranty claims issues which reduced revenue leakage by \$300k for a manufacturing client
- Worked on managing rebate agreements and enhanced sales target reports to track rebate percentages offered based on sales volumes; Visualized revenue loss due to unclaimed rebates, improving forecasting rebate cycle
- Collaborated on client engagement strategy to improve the accuracy of business process, sizing, estimates, and also translated technical concepts and design into functional design specifications to enhance clients' business needs

**Mantis Technologies Pvt Ltd, Bangalore, India** *Android App Developer*

*May'18- Jun'18*

- Enhanced customer support query portal by developing automated email and SMS triggers using JAVA in case of ticket cancellations by the bus vendors
- Developed a script to automatically assign seats in case of female travelers to ensure safety and special assistance and pickup point suggestions for disabled passengers
- Redesigned the payment gateway form to provide a good checkout experience by incorporating a one click order option in the payment page by putting spaces between number groups in the 16-digit card number field

### SKILLS

**Technical Skills/Functional Skills:** Process Optimization, LogicApps, Business Process Reengineering, Change Management, Business Technology Evaluation, FitGap Analysis, QA Testing

**Analytics:** SQL, Excel, and Embedded PowerBI

**Cloud:** ERP—Microsoft Dynamics 365 Finance and Operations, Interface Integration with ERP and PowerApps

**Business Operations:** Project Management and Accounting, Human Resource Information System, Product Demonstration, Supply chain Management, and Financial Accounting, Budgeting

### ACADEMIC PROJECTS

**Static Handwritten Signature Identification Model**

*May'17*

- Designed an offline signature verification prototype using MATLAB and Discrete Radon Transform to verify the input signature by comparing it with the original trained images

**Sentiment Analysis of Cab Services in Delhi**

*Apr'18*

- Developed a model in R performing sentimental analysis of cab services of Uber, Ola & Meru in Delhi from monthly tweets; Performed Data visualization in the form of word cloud and histogram to calculate the proportion of positive and negative words

### CERTIFICATIONS

- Microsoft certified- Azure fundamentals (AZ-900)

*Oct'22*

### AWARDS AND ACHIEVEMENTS

- Organized demo training workshop for over 30+ upcoming graduates in KPMG ERP services and showcased effective product demonstrations techniques to prepare them for new opportunities
- Won KPMG MS Super team competition - Designed and presented a two-tier ticketing system, as part of the competition, to manage client support requirements post project go live to efficiently manage clients' deliverables
- Won Campus to Consulting drive held by KPMG India, presented a case study in "Brand Building" to the board of partners for a proposed client to identify the right customer segments followed by a marketing strategy to support the brand building and a five-year business plan

### VOLUNTEERING EXPERIENCE

- As a Volunteer for KPMG CSR, taught personality development to local school children, and participated in the Environment preservation drive
- As a student volunteer at Make a Difference, taught academic and linguistic skills to 35 children in Vellore living in shelter care



# Shivangi Singh

[shivangisinh2023@u.nortwestern.edu](mailto:shivangisinh2023@u.nortwestern.edu) | +1(312)-889-3356 | [Linkedin](#)

## EDUCATION

Northwestern University | Evanston, Illinois

MS in Engineering Management- Concentration in Product Management

Jun'23

Relevant subjects: Product Management & Marketing, NUvention AI, Managerial Finance, Marketing Analytics, Business Law

Nirma Institute of Technology | Gujarat, India

B.Tech, Chemical Engineering

Jun'15

## WORK EXPERIENCE

KELLOGG SCHOOL OF MANAGEMENT | NORTHWESTERN UNIVERSITY

Research Assistant

Oct'22 - Present

- White paper research on "New Product Innovation through AI-Powered Ethnographic Research" in collaboration with Prof. Mohan B Sawhney (Faculty of Modern Marketing, Digital Innovation & Product Management)

NIVEA | BEIERSDORF

Product & Consumer Manager

Jan'20 – Aug'22

- Lead 10+ Innovation projects across skincare categories in collaboration with Marketing, Supply chain, Procurement, Legal and Factory units, with fast-tracked product launches in span of 2 years; contributing to Net sales worth \$25M in Emerging Markets
- Produced frameworks for deep-dive analysis of consumer habits & attitudes in key countries of Africa to define future strategies on need gaps; Designed consumer intelligence metrics with external ODM to qualify the test of 5 breakthrough technologies in UK & Germany
- Co-chaired the first of its kind project to strengthen R&D deliverables; designed end-to-end process translating consumer insights to workable technical models for formula, packaging & fragrance developers, reducing ideation time by 80%; now implemented as a Global SOP for innovation projects
- Designed sustainability heat map for skincare & personal care categories, to reduce 90% carbon footprints by 2025 in formula & packaging technologies; initiated a fast-tracked project to harmonize category SKUs and to re-launch assortment in sustainable packaging material to implement 100% PCR across categories by 2023
- Devised Innovation pipeline strategy for an untapped category- Shower, basis agile consumer insight mapping for key markets (Russia, India & Brazil), resulting in 2 successful product launches in the year 2021 contributing to 3% market share growth [Nivea Anti-Bacterial shower gel in Brazil, Nivea Mango Scrub in Russia]
- Constructed & managed an in-house regional panel of 100+ consumers from South Africa, Ghana, Kenya, Nigeria, Russia & India, to deliver cost-effective, faster prototype screening results through concept test, consumer interviews, focus group discussions competition benchmarking, product tear-down analysis; reducing the overall development timeline by 50% and reducing the product testing cost by 40%

Research & Development Executive

Jan'17 – Dec'19

- Lead the Deodorant category for Emerging Markets [Jun'19-Jun'20] - Administered the launch of 5 SKUs- MENA in 11 months & 3 SKUs- South African in 6 months vs average development time of 24 months; with deep-dive research on market penetration, locally relevant concepts & key technologies; contributing to 6% market share growth in Deo segment [Nivea Clean Protect Deo range- MENA, Nivea Deep Fragrance spray range-RSA]
- Devised capabilities in Face, Body, and Deo categories to leverage formulae technology, product principle, skin science & ingredient benefits in media communications; Instituted claim-up strategies, demo development & sell-in support in collaboration with regional marketing & e-commerce team; Supported regional sales team by training BAs on effective communication to potential buyers about skin science & product benefits [Nivea Even Tone Range in CEWA, India, MENA & RSA]
- Projected the Face category for Emerging Markets [Jun'18-Jun'19] - Re-invented, Conceptualized & Designed the Face care regime for Russia & Turkey market, in an expedited span of 6 months, to reduce margin erosion by over 5% in Face segment [Nivea Hydrogel & Cream primer in Russia & Turkey]

Research & Development Officer

Jun'15 – Dec'16

- Strengthened Body category for Near East market; Development of novel technology based on research in material science [Nivea Whitening lotion with Cool sensation- India]; Composed breakthrough innovation for South Africa market in 18 months [Nivea All season's body lotion]; Refurbishment of top 5 body care SKUs for inline positioning with dynamic consumerism in MENA, CEWA, RSA, India & CIS
- Optimized supply chain projects; Technical, administrative & logistic collaboration for 50+ SKUs to set-up production center [Nigeria]; Coordination to validate & qualify 100+ SKUs for expansion of production center [India]
- Established the sensory attributes & study method for Shower & Body category, to enable harmonized product positioning for Near East markets

## SKILLS

### Technical

Product Management, CSPO, AI Analytics, Stratsim, Minitab, Jira, SQL, Tableau, HTML, CSS, Consumer Insight mining, Fragrance Evaluation, Formula Development, Spec Design, Market Research, Study Design, Competitor Analysis, Sell-in Strategy, Claim-up techniques, Advertisement Demo Development

### Behavioral

Intercultural competence, Emotional Intelligence, Communication, Team management, Logical Thinking, Storytelling, Consumer Interviews, Troubleshooting, Negotiation, Event organization

## LEADERSHIP AND VOLUNTEERING

CSR Coordinator | Nivea India

Jan 2017 – Aug 2022

- Spearheaded 'Corporate Social Responsibilities' in collaboration with external NGOs, to drive changes related to child education, waste management & Sustainability Awareness

Pandemic Taskforce Lead | Nivea India

Nov 2019 – Aug 2022

- Created and lead a volunteering group to support colleagues remotely, during pandemic. Created questionnaire and frequent surveys to understand the well-being and voice opinion to senior management team for actionable outputs

Creative Head & Chief Editor | Nirma Institute of Technology

Oct 2013 – Jun 2015

- Represented the Technical Club CHESA with social communications and articles in official University magazine

# Mustufa Ghani Sodagar

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## WORK EXPERIENCE

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### **Modulus Tech - Head of Product.** Karachi, Pakistan

Feb 2022 - Current

- Spearheaded the digital transformation of internal supply chain, manufacturing and operations by seamlessly integrating user feedback into a tailored software solution. This initiative led to a **12% reduction in production costs** and **30% reduction in procurement lead time**.
- Achieved **10x expansion of manufacturing capacity** by conducting extensive modeling, simulation and testing of diverse process lines to ensure fulfillment of project deliverables.
- Revamped manufacturing process by utilizing mass customizable manufacturing principles and enhancing proprietary technology to boost **durability by 10%**, **slash assembly time by 16%**, and **minimize errors by 40%**.

### **Modulus Tech - Product Engineer.** Karachi, Pakistan

Feb 2020 - Jan 2022

- Oversaw a team of **40 people** in design, manufacturing, R&D and site operations departments to successfully deliver over **60 projects**, contributing to over **600% Year on Year Revenue Growth**, including Pakistan's first NetZero Housing community project which was showcased at 2021s UN COP26.
- Provided comprehensive design, project, and business consultancy to industry-leading companies, like Power Cement, Mawa Modular and Node, driving strategic growth and operational excellence.

### **Fabricon - Mechanical Design and Production Engineer.** Karachi, Pakistan

Dec 2018 - Aug 2019

- Orchestrated the successful proposal of **21.4 million rupees** for SMEA Grant for the expansion of home elevators manufacturing, in collaboration with US-Aid leading to **300% increase in production capacity**.
- Successfully managed over **40 LGS buildings and mini elevator projects**, ensuring flawless process execution.

## ENTREPRENEURIAL EXPERIENCE

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### **Kitchef - Co-Founder.** Karachi, Pakistan

May 2021 - Aug 2022

- Identified and tapped into a **\$24 billion USD** market, leading to the successful development and launch of an MVP that garnered a customer base of over **200** and achieved **MRR of over PKR 750,000/-** within a year.
- Crafted impactful marketing and customer service strategies to achieve a **22.4% compounded monthly growth rate**, driven by strong KPIs such as **100% subscription retention** and a favorable CAC to CLV ratio.
- Selected for highly competitive Katalyst Lab and A-Hub ICESCO Acceleration Programs.

### **Attract LP - Head of Product and Strategy.** Karachi, Pakistan

Oct 2021 - May 2022

- Managed stakeholder communication and utilized Agile principles and methodologies to drive cross-functional collaboration, ensuring timely delivery of product features and continuous improvements.
- Implemented a data-driven approach and leveraged tools like Google Analytics and Hotjar to analyze user behavior and identify UX improvements, leading to **60% increase in sign-up conversions**.
- Developed product strategy roadmaps and commercialization model that generated over **PKR 4.4million in gross merchandise value** within the first month.

## EDUCATION

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### **Masters in Engineering Management - Northwestern University.** IL, US

Jul 2023 - Current

Core Concentration: Product Management

### **Bachelors of Science in Mechanical Engineering - Bilkent University.** AN, TR

Aug 2014 - Jun 2018

Undergraduate researcher - MicroRobotics Lab (Feb 2017 - Jun 2018)

Final Year Project: Semi Automated Twin Disc Cutter Changer - E Berk Makina

## SKILLS, TRAINING AND COURSES

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- **Software** - Solidworks, MS Office, MS Project, Six Sigma Tools, Process Model, Inventor Pro, Tableau, Keyshot, Sketch Up, Comsol Multiphysics, ANSYS, Adobe Premiere Pro.
- **Programming Language** - R, SQL, MATLAB, Java, PIC related C Programming, Xpress IVE
- **Coursera** - Google Data Analytics Professional Certificate, Data Driven Process Improvement
- **Linkedin Learning** - Becoming a Six Sigma Green Belt, Become an Agile Project Manager
- **Product School** - Product Masterclass: Build Digital Products, Product Led Growth Micro Certification.

# YING SUN

yingsun.sandy@gmail.com

## SUMMARY

**Academic and industrial expertise** on insulation system design and development of electrical power equipments, with strong **communication and leadership skills**.

## PROFESSIONAL EXPERIENCE

<b>Principal Engineer</b>	Global R&D EBU Department, Littelfuse Inc.	2020- present
<b>Project Engineer</b>	R&D department, S&C Electric Company	2015-2020
<b>Research Assistant</b>	Electrical insulation research center, University of Connecticut	2009-2015
<b>Intern GE Global Research,</b>	Dielectrics and Electrophysics Lab, General Electric Company	2013
<b>Intern ABB Power Capacitor,</b>	Department of Technology, ABB Company	2008

## EDUCATION

<b>MEM, Master of Engineering Management,</b>	Northwestern University	2023-present
<b>Ph.D., Materials Science,</b>	University of Connecticut	2015
<b>M.Sc., Electrical Engineering,</b>	Xi'an Jiaotong University	2009
<b>B.Sc., Electrical Engineering,</b>	Xi'an Jiaotong University	2006

## SLECTED PROJECTS

<b>Fuse Simulation and Design</b>	2020-present
<ul style="list-style-type: none"><li>Developed physics based predictive models for fuse design optimization.</li><li>Developed multiphysics simulation for arc modeling in fuses.</li></ul>	
<b>Vacuum Interrupter Design</b>	2017-2020
<ul style="list-style-type: none"><li>Developed vacuum interrupters for new products.</li></ul>	
<b>SF6 Alternative Gas Development and Implement</b>	2015 -2017
<ul style="list-style-type: none"><li>Technical lead of R&amp;D project "Alternatives to the Greenhouse Gas Sulfur Hexafluoride (SF6)" on the path towards greater eco-efficiency and lower environmental impact insulation gases used in S&amp;C's product.</li></ul>	

## SKILLS

- |   |  |  |
|---|--|--|
| <ul style="list-style-type: none"><li>SolidEdge</li><li>COMSOL</li><li>Root cause analysis</li><li>Data acquisition</li></ul> | <ul style="list-style-type: none"><li>Ansys</li><li>High voltage test</li><li>Design of experiments</li><li>Circuit design</li></ul> | <ul style="list-style-type: none"><li>MathCad</li><li>Fault interruption test</li><li>Problem solving</li><li>MatLab</li></ul> |
|---|--|--|

## MEMBERS AND AWARDS

- IEEE Senior Member
- IEEE Dielectrics and Electrical Insulation Society Member
- IEEE Power and Energy Society Member
- CIGRE Member B3.45 "Application of non-SF6 gases or gas-mixtures in medium voltage and high voltage gas-insulated switchgear".
- Littelfuse Innovation workshop Best Paper Award 2020 "Reliability simulation-From endless testing to prediction".
- Littelfuse Innovation workshop Best Paper Award 2021 "Pyro Safety Module".
- Littelfuse Innovation workshop Best Paper Award 2022 "Predicting mechanical reliability of fuses".
- Littelfuse First WINner Award from Women's Initiative Network, 2022.

# VINAYAK TALIKOTI

EVANSTON, IL | [vinayaktalikoti2022@u.northwestern.edu](mailto:vinayaktalikoti2022@u.northwestern.edu) | Phone: +1(872) 235 7445|[Linkedin](#)

## EDUCATION

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### NORTHWESTERN UNIVERSITY, EVANSTON IL

Masters in Engineering Management

Subjects: Technology Strategy, Organising for innovation.

Anticipated June 2023

### SHIVAJI UNIVERSITY, INDIA

Bachelors of Chemical Engineering

Ranked consistently in top 3 among 60 students in all 8 semesters

2003 - 2007

Marks 70 %

## ACADEMIC PROJECTS:

Sep 2022 - Present

- Working with PhD student to create a Business Model to secure seed funding for their patented Electrochemical cell.
- Termed as 'Nitricity' that stores the windmill power into Ammonia generated during the curtailment time

## PROFESSIONAL EXPERIENCE

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### MEDAS ENGGDESIGN PVT LTD. PUNE, INDIA

Engineering Manager

Jul 2019 – Jan 2022

- Built a team of 10 engineers and set process for the entire engineering team that primarily works in the Field of Biofuels.
- Leader and coach to oversee complete engineering activities like process design, piping and instrumentation, project coordination and commissioning of Biofuels
- Lead the cross functional team to monitor the budget and progress of the project.
- Engagement with client to identify opportunities to enhance plant efficiency and reduce Fuel and water consumption

### MEGA PROCESS TECHNOLOGY PVT LTD. PUNE, INDIA

Engineering Manager

Aug 2017 - July 2019

- Project Cost estimation, pricing and budgeting for Chemical process plant.
- Demonstrated keen ability to learn and execute projects beyond my domain knowledge to the management
- Developed costing sheets in MS excel and automated the estimation process for budget optimization that reduced the turnaround time by 30%
- *Key Achievements:* Successfully demonstrated the use of plate type heat exchangers for evaporation of Molasses based distillery Vinasse. A first of its kind for Ethanol distillery in India

### INNOVIMA TECHNOLOGIES PVT. LTD, BANGALORE, INDIA

Senior Engineer

Sept' 2016 - July' 2017

- Collaborated with the inventor to provide energy and process calculations for steam turbine, gas turbine, boiler and all other equipment of heat application
- Created data intelligence on energy consumption for at least 50 chemical process industries and presented data points on possible use of patent
- Recruited and trained a specialized team of data analysts and engineering candidates
- Adapted with agility to the start-up ecosystem through continuous learning on variables outside the scope of the role

### TETRA PAK INDIA PVT LTD., PUNE, INDIA

Senior Engineer

July' 2013 - Sep' 2016

- Developed P&ID, PFD layouts of dairy and beverage plants as per codes, hygiene and client requirement
- Deputed in Sweden with head office colleagues on testing and implementation of new engineering tool that reduced the Engineering manhours by 40%
- Presented and extensively trained International tetra pak colleagues in Dubai, Singapore and South Asian Subsidiary offices on Engineering – Automation tool

### PRAJ INDUSTRIES LTD. PUNE, INDIA

Senior Engineer

July' 2007 - July' 2013

- Designed distillation columns, heat exchangers as per ASME & TEMA standards
- Executed seamless engineering drawings like P&ID, PFD, layouts, distillation column tray layouts, utility piping, plot plans as per codes and standards to meet internal and external customer needs
- Travelled extensively to site for project execution, client co-ordination and management.
- Conducted Hazop study, executed process simulation on ChemCad and heat exchanger vibrational analysis on HTRI

## **ACHIEVEMENTS**

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- Received Best Employee Award in self and professional development Senior Engineer- Tetra Pak
- Honoured by Mrs. Indira Nooyi, Former CMD PepsiCo Inc. On successful commissioning of the largest PepsiCo plant in India Senior Engineer- Tetra Pak
- Nominated twice for Best Employee award in Internal Customer category Senior Engineer- Praj Ind.

## **ACTIVITIES**

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- Completed 2 national level Himalayan Treks 2015, 2018
- Pitched business idea at Economic Times Power of Ideas symposium 2012

## **COMMUNITY SERVICE**

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- Regular participant at the Blood donation drive
- Raised awareness about organ donation and drew attention to the cause on public platforms
- Financial support to a deserving student at a local school every year

# AKSHARA TRICKANNAD

(617)-651-6800 | [aksharatrickannad2023@u.northwestern.edu](mailto:aksharatrickannad2023@u.northwestern.edu) | [Linkedin](#)

## EDUCATION

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### Northwestern University, McCormick School of Engineering

Master of Engineering Management

**Courses:** Engineering Management, Product Management, Decision tools, Negotiations

Evanston, Illinois

Sept 2022 – Dec 2023

### SJB Institute of technology

Bachelor of Engineering in Information Science

**Courses:** Data Structures and Algorithms, Database Management, Object Oriented Design

Bangalore, Karnataka, India

Aug 2015 – May 2019

GPA: 7.7/10

## SKILLS

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**Programming Languages:** C, C++, Java, Python, PowerShell, MySQL, PLSQL, HTML, CSS, PHP

**Data Analysis:** Qlik Sense, Qlik View, N-printing, Power BI, Microsoft Excel, Minitab

**Management Skills:** Strong Communication, Procurement, Inventory management, Quality Assurance

## WORK EXPERIENCE

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### Larsen & Toubro Infotech Ltd.

Data Engineer

Bangalore, Karnataka, India

Sept 2019 – Jun 2022

- Developed intuitive dashboards in Qlik Sense enabling clients to forecast sales in various regions, increasing profits by 20%
- Managed 250+ servers performing patch management & designing platform architecture, ensuring clients platform access
- Upgraded Qlik platform to fix security issues, securing client data and providing safe platform access for clients
- Automated maintenance tasks like restart activity and removal of unpublished apps to enhance platform efficiency by 35%
- Created a website to present automated ticket allocations based on employer's shift to ensure service level agreement

### SJB Institute of Technology

Head Cultural Representative

Bangalore, Karnataka, India

Aug 2016 – May 2019

- Collaborated with several local businesses resulting in sponsorships averaging Rs.100,000 for SJBIT's annual cultural festival
- Monitored and scheduled 75+ events over 3 years, catered to undergraduate and graduate students, alumni, and faculty
- Effectively lead a 20-student team, coordinating and supervising event tasks, budgeting, scheduling, and sponsorships
- Supervised events with effective crowd control and carried out efficient set-up and clean-up of events

## ACADEMIC PROJECTS

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### Fire and hazardous gas detecting and alerting system

Sept 2019 – Mar 2019

- Built an automated fire and hazardous gas alerting system using IOT technology for factories to increase worker safety
- Used Wi-fi controller to communicate between temperature and gas sensors for wider, stronger, and efficient signals
- Leveraged GSM module to alert authorities in case of a fire or hazardous gas outbreak decreasing risk to factory employers
- Presented and demonstrated working of alerting system with miniature model of a factory

### Online quiz system

Jan 2018 – May 2018

- Developed website prototype using client/server architecture enabling a secure, centralized, and scalable quizzing system
- Implemented a MySQL database to manage user data, admin data, question banks, and past scores
- Built frontend with functionalities such as registration, take quiz, admin access, manage questions, and manage candidates

### Online food ordering and customer management system

Jun 2018 – Nov 2018

- Constructed an online food ordering system using HTML, CSS, PHP, and MySQL database server
- Managed multiple data tables and their relations in MySQL database allowing system to be scalable and efficient
- Implemented frontend functionalities to support online ordering of food, reviewing items ordered, duration taken for order to be delivered, user preferences and mode of payment allowing customers easy access to food

## EXTRACURRICULAR ACTIVITIES

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- Head Organizer for Elysia, inter-department festival of SJB Institute of Technology
- Participated in multiple dance competitions as a member of the University dance team
- Member of Happy Souls, a Non-Government Organization committed to teaching underprivileged students
- Choreographed several dances for the High-school dance team

# Panos Tsioumas

+30 6979093793 | [tsioumas.panos@hotmail.com](mailto:tsioumas.panos@hotmail.com)

## EDUCATION

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### Northwestern University

Sep. 2023 - Antic. Sep. 2024

*Engineering Management*

*Evanston, IL*

- **Relevant Coursework:** Engineering Management, Leadership and Organizational Behavior, Accounting Finance and Marketing for Engineers, Strategic Management for Engineers, Global Energy and Sustainability Markets, Carbon Removal Capture and Use

### National Technical University of Athens

Sep. 2013 - Sep. 2018

*Naval Architecture and Marine Engineering*

*Athens, Greece*

- GPA: 8.04/10
- Thesis: Preliminary design of a Catamaran Car Ferry. Compared the efficiency of a twin hull to a traditional.
- **Relevant Coursework:** Engineering Principles, Thermodynamics, Engineering Design, Shipbuilding Principles, Maintenance and Operation of Marine Vessels, Computational Analysis, Marine Economics.

## WORK EXPERIENCE

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### Project Engineer

Oct. 2020 – Present

*Thenamaris Ship Management Inc.*

*Vouliagmeni, Greece*

- Completed 16 installation of Exhaust Gas Cleaning Systems and Ballast Water Treatment Systems with budgets ranging from \$600,000 to \$2,000,000 adhering to strict deadlines and achieving 6% under budget on average.
- Evaluated and selected third party contractors and equipment manufacturers.
- Assessed and approved conceptual designs and manufacturing drawings from preliminary stage to detailed engineering and performed tender negotiations with shipyards.
- On-site project supervision in China, Turkey, Romania, Oman and Greece including work completion report approval and invoicing negotiations.
- Supervised and managed teams of 50-100 people in each project installation.
- Management-of-Change implementation (crew training, manuals and database updates).

### Project Specialist

Oct. 2019 – Sep. 2020

*Thenamaris Ship Management Inc.*

*Vouliagmeni, Greece*

- Arranged spare parts re-supply according to vessel's needs, schedule and trade route while optimizing cost and time efficiency. Organized supply chain optimization projects (consolidation shipments, EGCS and BWTS logistics)
- Participated in the implementation and adoption of the SAP software in the logistic operations.
- Designed and established automations that drastically reduced decision time and ensured traceability

### Junior Engineer

Jun. 2018 – Aug. 2018

*SimFWD*

*Chalandri, Greece*

- Performed trim and stability calculations for modifications of existing vessels.
- Design and strength analysis for EGCS and BWTS installations, using CAD and FEM software.

### Trainee Engineer, Part time

Mar. 2015 – Aug. 2015 / Mar. 2016 – Aug. 2016

*Motocraft*

*Alimos, Greece*

- Involved in the commissioning/implementation of an automated system for warehouse management and control
- Assisted in marine engines and generators installations, repairs and maintenance in pleasure crafts
- Liaison with suppliers: fault reporting, warranties and returns

## LEADERSHIP

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- **Project Engineer:** Planned and organized teams in installation projects under very strict and demanding framework
- **Head of Design and Construction / Oceanos NTUA:** University team that participated in student competitions (Hydrocontest and Monaco Solar Boat Challenge) from 2017 to 2019
- **Military Service Completed:** Military Police, Kos, Nov. 2018 - Aug. 2018

## SKILLS & INTERESTS

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- **Design Software:** AutoCad, Rhinoceros 3D, Inventor, Navisworks, Napa, Aveva Marine, Shipflow
- **Programming Language:** Python, VBA, MATLAB, SQL
- **Foreign Languages:** English (proficient), Greek (native)
- **Hobbies:** Water Polo, Skiing, Hiking, Cycling, Sailing, Dancing (Tango), Traveling
- **Volunteering:** Desmos Foundation, Eleven Campaign

# RISHABH UPADHYAY

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Evanston, IL

## EDUCATION

**Northwestern University**, Evanston, IL  
*Master of Engineering Management*

09/2022 - Pursuing

**Guru Gobind Singh Indraprastha University**, New Delhi, India  
*Bachelors of Technology in Information Technology*

**GPA: 3.7 / 4**  
08/2015 - 07/2019

## EXPERIENCE

**Turing.com**, Palo Alto, CA (REMOTE)

12/2021 – 06/2022

*Marketing Analyst*

- **Digital Marketing:** Owning the Google & Bing Ad channel with a quarterly budget of \$500k+. Strategized and optimized ad campaigns with A/B testing and closely working with other Ad channels to optimize the audience list and demographics worldwide.
- **Marketing Analytics:** Providing analytics and implementing conversion tracking with google tag manager for various ad channels – Google, Facebook, Bing, Reddit, Quora, Twitter & LinkedIn
- **Collaboration:** Collaborating with cross-functional content, developer, and data science teams to improve the website and reporting dashboards.

**Amazon**, Bengaluru, India

11/2020 – 12/2021

*Advertising Specialist*

- **Amazon Ads:** Created and optimized marketing campaigns and strategies for advertisers.
- **Data-Driven Decisions:** Analyzed data to determine ways to optimize performance of ad campaigns.
- **Marketing Consulting:** Resolved advertisers' issues from US, Canada and UK making sure the approach is customer eccentric.

**Extramarks Education India Pvt. Ltd.**

08/2020 – 11/2020

*Business Development Manager*

- **Recruitment & Training:** Hired and trained a team of 13 business development associates from scratch.
- **Leadership:** Lead a team B2B and D2C sales for the k10 segment, accountability of team performance.
- **Auditing:** Quality check on customer experience and performance monitoring via reports and dashboards, increased retention from 83% to 91%.
- **Team Management:** Managed escalations, provided constructive feedbacks and took initiatives for team building activities.

**BYJU'S**

09/2019 – 08/2020

*Senior Business Development Associate*

- **Business Development:** Generated revenue of \$100k in 11 months with \$555.54 revenue/day.
- Identified leads, via hub and spot marketing made them prospects to drive D2C sales.

## ADDITIONAL INFORMATION

- **Project:** Predicting the stock prices of tech companies. Published research paper in International Journal for Science and Advance Research in Technology (IJSART) Paper ID: IJSARTV5I531492 ([Show Project](#))
- **Certifications:**
  - Amazon DSP Campaigns Certification
  - Amazon Advertising Foundation Certification
  - Sponsored Ads Foundation Certification
  - Amazon Retail for Advertisers Certification
- **Skills:** Google Ads, Google Tag Manager, Google Analytics, Conversion Tracking, Amazon Ads, writing Ad copies, SEMrush, MS-Excel, C, C++, Java, R, SDLC, Agile and Waterfall.
- Headed placement cell in undergrad and mentored juniors for recruitment process.
- Worked as Infosys campus ambassador for year 2017-18 serving as a primary POC for university.



# Mr. Parth Hiten Vasani

✉ parthvasani2024@u.northwestern.edu ☎ +91-9740532244 📍 Evanston - IL 📅 05/07/1998

in <https://www.linkedin.com/in/parth-vasani-53398418b/>

## Objective

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To position my career path decisively by acquiring and applying updated skills in an Engineering Organization. To be a value addition, eliminate operational errors, and contribute to the success story of that organization while it scales newer heights.

## Education

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### Northwestern University

09/2023 – 12/2024 | Evanston, IL

#### McCormick School of Engineering

Master of Engineering Management

Relevant Coursework: Engineering Management, Accounting for Engineers, Financial Issues for Engineers, Marketing Issues for Engineers, Decision Tools for Managers, Strategic Management for Engineers.

### The National Institute of Engineering

08/2016 – 06/2020 | Mysuru, India

Bachelor of Engineering - Mechanical Engineering

GPA : 3.77/4

## Professional Experience

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### Product Design Engineer, L&T Technology Services

09/2020 – 07/2023 | Bengaluru, India

Client-facing role as a VAVE Design Engineer for a North American company in the Lighting Solutions field:

- Executed the vision of the Product Manager on a VAVE project for an Area Lighting Product Series, resulting in over \$3 million in projected annual savings.
- Maintained a positive customer relationship by delivering monthly status report and building on existing approaches by discussing difficulties with the client.
- Coordinated tasks among various cross-functional teams to implement the engineered changes.

### Intern, Ford India pvt. ltd.

06/2019 – 07/2019 | Sanand, India

Assisted the Power Operations Machining Team :


- Improved the first run rate of 3C lines in the Engine Machining Plant.

## Projects

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### Force Ikshvaku Racing (Student Formula Team), Brakes Engineer

06/2017 – 01/2020

- Managed the Brakes Subsystem team for Formula Bharat  2020 competition.
- Designed, developed, and tested different components of the Brakes subsystem for Formula Bharat 2018 & 2019.

### Design of Chilly Stalk Cutting Machine

#### Problem Statement:

Chilly farmers are being undercut by Giant exporters by 75% due to a lack of automation in the stalk removal process.

#### Solution:

To enable the farmers to process their chilies by providing an automated chilly stalk cutting machine at minimum investment to increase their margins by over 5 times.

## Skills

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### Product Development



Value Addition, and Value engineering, Casting Part Design, Sheet metal Design, and Plastic Design. (Solidworks, Creo, Windchill, Oracle, Ansys)

### Leadership



Head of Press and media committee for Annual Techno cultural festival 2020  
Head of Brakes Subsystem for Formula Bharat 2020 (MS Office tools)

## SUMMARY

A well-rounded consultant with 3 years of experience in project/program management with proven ability to deliver complex projects by implementing agile methodology, optimizing resource allocation, and managing client relationships effectively.

## EXPERIENCE

### Consultant - KPMG

Apr 2023 - Jul 2023 (Bangalore, India)

Spearheaded an automation initiative for India's largest digital payments provider by implementing various GRC functions on ServiceNow, a leading e-GRC platform:

- Engaged with critical stakeholders on the client's side to understand their current practices and evaluate the feasibility of implementation on ServiceNow.
- Suggested appropriate refinements to the existing process, wherever applicable.
- Supervised the day-to-day activities of the development team and streamlined resource allocation to maximize productivity.
- Managed client expectations by apprising the senior leadership of the latest developments and anticipating possible setbacks to mitigate the impact on project timelines.

### Associate Consultant - KPMG

Apr 2022 - Mar 2023 (Bangalore, India)

Oversaw the implementation of 5 different control automation ideas for a global beverage manufacturer's global IT compliance team:

- Connected with multiple stakeholders across all geographies on a regular basis to understand regional nuances that might affect the implementation of these automation ideas.
- Ensured that agreed timelines for these projects were adhered to by driving stakeholder outreach and raising timely escalations, wherever necessary.
- Apprised the leadership of the latest developments as well as managed expectations for all stakeholders involved in the entire process.

Delivered multiple gap assessment engagements related to telecommunication regulatory compliance:

- Evaluated the compliance of existing telecom network architecture against the Revised Department of Telecommunications (DoT) Other Service Provider (OSP) Guidelines for various clients, including leading global banks, technology conglomerates and other GCCs.
- Collaborated with clients to establish an in-depth understanding of their network architecture and day-to-day operations for the team providing OSP services.
- Identified gaps with respect to the DoT OSP guidelines and suggested remediations to the current setup to ensure compliance.
- Managed the end-to-end workflow, from the proposal, to internal risk management formalities, contracting, delivery, and invoicing for the above- mentioned engagements.

### Analyst - KPMG

Oct 2020 - Mar 2022 (Bangalore, India)

Directed a global retrieval initiative to recover ~5k IT assets from resigned employees for a global technology giant:

- Identified process gaps in the client's exit policy and suggested suitable remediation measures to minimize the count of future unrecovered IT assets.
- Managed the implementation of various Hardware Asset Management (HAM) initiatives, specifically the development and deployment of a remote data wipe script across all geographies.
- Led day-to-day operations for the disposal of legacy assets through donation and disposal across all office locations in

## EDUCATION

### Master of Engineering Management

Northwestern University · Evanston, IL · 2024

### Bachelor of Technology, Electronics and Communication Engineering

SRM Institute of Science and Technology · Kattankulathur, India · 2020 · 82%

## CERTIFICATIONS

ISO 27001: 2013 Lead Auditor · 2022

## SKILLS

Project Management, Program Governance, Risk Management, Negotiation Skills, Resource Allocation, Conflict Resolution, Hardware Asset Management

Programming Languages: Python, Java

# Yian Wang

YianWang2024@u.northwestern.edu | +86 178-5799-7263 | Evanston, IL

## EDUCATION

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**Northwestern University** Evanston, IL  
*M.S. Engineering Management* Expected Sep 2024

- **Selected Courses:** Accounting for Engineers, Decision Tools for Managers, Project Management

**The Ohio State University** Columbus, OH  
*B.S. Computer Science Engineering, with a minor in Communication Technology* Sep 2013 - May 2018

- **Selected Courses:** Capstone-Software Apps (A), Web Apps (A-), Data Analysis (A), Higher Math (A)
- **Honors:** Dean's List (Fall 2015, Spring 2016, Fall 2016, Spring 2017)

## PROFESSIONAL EXPERIENCE

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**State Street Corp** Hangzhou, China  
*Business Analyst & Project Manager* Aug 2018 – Jul 2023

- Communicated with middle office and product owners to clarify their requirements and transform them into actionable business or technical stories in the backlog with well-defined acceptance criteria
- Prioritized the implementations of the stories in the backlog and realized two iterations and one delivery per month under the agile development principle
- Led the coding team for the foreign exchange division, held agile meetings each iteration, and supervised their programming practices
- Achieved the highest number of consecutive successful iterations in the history of our team, ranked the second in all IT departments in the company in terms of the composite indices, and won the award of spotlight and improvement team for the last three consecutive years

**Ohio State University** Columbus, OH  
*Student Full Stack Developer, IT department* Sep 2015 – May 2018

- Implemented and maintained the Ohio Union websites and web applications using .NET and C#
- Analyzed and managed the SQL database to collect students' information, generated annual reports, and designed web applications based on analyzed results using AJAX to support events held by student organizations
- Facilitated code base upgrades and independently refactored existing code for better performance and adaptability
- Worked 12-15 hours per week while maintaining 15 credits courses

**The Motorists Insurance Group** Columbus, OH  
*Integration Developer Intern* May 2016 – Aug 2016

- Supported and enhanced functionalities of applications and the user system
- Transformed the old web application to a newly designed and mobile-friendly client system
- Built new applications using AngularJS with the project team for accessible information management

## PROJECT EXPERIENCE

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**Foreign Exchange Deals Early Termination/Compensation Tool** Hangzhou, China  
*Business Analyst & Project Manager* Mar 2021 – Present

- Analyzed data and reports to summarize early termination/compensation algorithms and facilitated test case design
- Designed application workflow and UI dashboard to support original deals look-up, new deals generation, and execution

**Bulk Operations Automation Tool** Hangzhou, China  
*Business Analyst & Project Manager* Nov 2020 – Sep 2021

- Worked closely with the onsite product owner, team, and end users to draft requirements documents, draw architecture prototype and design data model
- Led the team to complete implementation, testing from scratch and delivered the first viable product a month ahead of schedule, and received critical acclaim from end users

## SKILLS & INTERESTS

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### Computer Skills:

- Extensive use of Oracle SQL, Microsoft Office Suite, Java, HTML, ASP.NET, C#, CSS
- Experience with GitHub, Linux, Ruby, Ruby on rails, JavaScript, C++, AngularJS, Python, SQL

**Languages:** Mandarin (native), English (fluent)

**Interests:** illustration, camping, yoga

# Yuxin Wu

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## EDUCATION

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**Northwestern University, IL** - Master of Engineering Management Sept 2023 - (Anticipated) Dec 2024

- Concentrate in **Product Management**

**Worcester Polytechnic Institute (WPI), MA** - Bachelor of Science Aug 2016 - Dec 2020

- Major in **Computer Science**, Minor in **Data Science** **Cumulative GPA: 3.81/4.00**
- **Selected Courses:** Discrete Math, Statistics, Probability, Object-oriented Design Concepts, Systems Programming Concepts, Assembly Language, Algorithm, Database Systems, Machine Learning, Data Mining

## PUBLICATIONS

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- Yuxin Wu. "Research on the Time Series Analysis of Core CPI Index during the COVID-19 Pandemic". 2022 International Conference on Management Engineering and Economic Analysis. MEEA-2537, Oct 2022.
- Yuxin Wu. "Research on the Analysis and Strategy of American Inflation in the Context of COVID-19". The 7th International Conference on Economic Management and Green Development. ICEMGD\_1041. Aug 2022.
- Yuxin Wu, J. Assan, M. Flannery, Y. Gao, A. Resom. "Machine Learning for Mental Health Detection". Digital WPI. E-project-032219-034328. Mar 2019.
- Yuxin Wu, C. Jiang. "A Four-week Stock Simulation Research". Digital WPI. E-project-082818-163804. Aug 2018.

## WORK EXPERIENCES

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**Yingda International Trust, Beijing, China** – Full-time Investment Analyst Intern Oct 2022 - Present

Supporting investment manager on investment project and quantitative report

- Assisting in industry researches, including data collection and business analysis reports by **Python** and **Rstudio**
- Tracking market trends and identifying potential investment opportunities from **Wind Database**

**Facebook (Meta), Menlo Park, CA** – Full-time Software Engineer Feb 2021 - Mar 2022

Be responsible for the software development & maintenance for Internal Community team; submitted more than 140 diffs

- Worked cross functionally with product managers, UX/UI designers, software engineers in other groups on the development and deployment of all the new features and cross-function features on Facebook Groups page
- Monitored the performance of Featured module of Facebook Groups page and performed maintenance and software integration for existing features and modules
- Built up and maintained the admin control dialog and all related features of Featured, on both front-end and back-end, on Facebook Groups by **Comet, JavaScript, PHP, Relay 3D, and GraphQL**

**Amazon, Seattle, WA** – Full-time Software Engineer Intern May 2020 - Aug 2020

Supported the software development for Warehouse Delivery team; submitted more than 6,000 lines of code

- Worked with the intern mentor, and software engineers on the development and deployment of the loggers and related tests of the delivery system
- Expanded logging of package transportation & delivery system by **Java** and built up the **dashboards** to show and monitor the metrics for the package delivery system and its experiments

**Facebook (Meta), Menlo Park, CA** – Full-time Software Engineer Intern Jan - May 2020

Supported the model training & software development for Marketplace e-Com team; submitted about 7,500 lines of code

- Worked with the intern mentor, and software engineers on the development and deployment of the new features and new machine learning models on the Facebook Marketplace page
- Built up the delivery flow in e-commerce SSFY for all kinds of eComm products to users by **PHP** and **JavaScript**

**Bank of China Headquarters, Beijing, China** - Full-time General Manager Assistant Intern May - Aug 2018

Supported general manager on the analysis of the topics of investment bank and stock

- Used **Python** and **Excel** to grab and analyze the data of different methods for stock adjustment and pledge of shares and its risk, then finished related reports

# Zhe Zhang

Email: zhezhang2024@u.northwestern.edu | Phone: +8618523150950

## EDUCATION

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**Northwestern University**, Evanston, IL, USA Sep. 2023 - Jun. 2024(anticipated)

*Master of Engineering Management*

- Core Courses: Engineering Management, Accounting for Engineers, Strategic Management for Engineers

**Chongqing University**, Chongqing, China Sep. 2014 - Jun. 2017

*Master of Science* in Heating, Gas Supply, Ventilation, and Air-Conditioning Engineering

- Core Courses: Advanced Construction Environment, Advanced Fluid Mechanics, Mathematical Statistics
- Award: Outstanding Graduate Student Scholarship, December 2014

**Harbin Institute of Technology**, Harbin, China Sep. 2010 - Jun. 2014

*Bachelor of Engineering* in Building Environment and Equipment Engineering

- Courses: Build Environment, Engineering Thermodynamics, Mathematical Modeling, Engineering Economics

## PROFESSIONAL EXPERIENCE

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**Poly Developments and Holdings Group Co., Ltd** (World's Top 500 Company), Guangzhou, China July 2017 - Present

*Project Manager, Engineering Department* Mar. 2020 - Present

Led four major construction engineering projects through bidding, coordinating, planning, and evaluating project performance.

*Zhuhai Begonia Garden Project: Full-Cycle Construction Project Management and Financial Business Analysis*

- Managed a team of 15 for a residential building construction project with a scale of over 155,000 square meters, which achieved a profit of over 15 million USD for the company.
- Applied Work Breakdown and Plan-Do-Check-Act methods in project design and planning, assigning tasks, as well as making improvements to the project process.
- Conducted cash flow analysis of the project to monitor project status and reported to stakeholders regarding project cost, timing, and staffing.

*Zhongshan City's Stadium Project: The Best Practice of Intelligent Digital Technology in Construction Management*

- Implemented intelligence construction technology including BIM (Building Information Modeling), sensors, and Artificial Intelligence to conduct construction design and estimate project costs for budget and timeline management.
- Delivered the project with a 99.3% completion rate within budget and timeline requirements which had no safety accidents and was awarded as the best Intelligent Construction practice in the company.

*Other Experiences*

- Organized the 2021 Poly Group Excellent Construction Building Exhibition with 500+ internal and external visitors.
- Publication: Building Construction's Hydro HAVC Installation Technology Discussion, *Architectural Engineering Technology and Design*, Mar. 2019: 66.

*Assistant Engineer, Engineering Department* July 2017– Mar. 2020

- Worked on five engineering projects; involved in on-site visits, client meetings, and stakeholder presentations.
- Assisted project manager with project planning, documentation, and coordination with other functional teams.

## RESEARCH PROJECTS

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**Study on the Comfort Performance of Capillary Radiation Cooling** Jun 2016 – May 2017

- Established a Computational Fluid Dynamics model with an accuracy of 98.3% to simulate different indoor thermal conditions and applied the predicted mean vote and the predicted percentage of the dissatisfied index to estimate human thermal comfort under different types of radiant cooling techniques.
- Publication: Experiment on The Comfort Performance of Capillary Radiation Cooling, *Journal of Chongqing University of Science and Technology (Natural Science)*, Jun. 2017: 61-68.

**Study and Assessment of How the Indoor Environment Impacts Human Health** July 2014 – Dec 2015

- Conducted regression analysis of indoor human health and 32 other factors including temperature, humidity, lighting, etc, and identified eight important factors that have significant correlations with indoor human health.
- Built a database storing 22k+ rows of survey data with a web application for other researchers to use.

## SKILLS & INTERESTS

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- **Tools:** SPSS, Origin, ANSYS, CAD, Project, Microsoft Office, Python, SQL
- **Certificate:** National Engineering and Technology Talents Certification (Construction Project Management)