**Your First and Last Name**

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**EDUCATION**

**University of California, Berkeley, Haas School of Business May 2018**

**Master of Business Administration (MBA),** *GMAT: 760 (99th percentile)*

* Graduate Student Instructor for “Competitive Strategy” (part-time MBA class); Student Admissions Rep, APAC
* Winner of PwC’s Fiercest Competitor case competition; Co-President Beer Club; VP Asia Business Club

**Indian Institute of Technology (IIT) Kharagpur,** Kharagpur, India **May 2011**

**Bachelor of Technology (Honors), Metallurgical and Materials Engineering**

* Led team of 200 and raised $205K for college cultural festival; awarded organizational excellence citation
* Summer intern at GE Marine Engines Division, received “Outstanding Contribution” award, and full-time offer

**EXPERIENCE**

**Cisco Systems, Inc.,** San Jose, CA **Jun-Aug 2017**

***MBA Intern, Product Management, Security Business Group***

*Leadership Rotational Program for MBAs* ***(Received a full-time offer)***

* Evaluated impact of adoption and virtualization services by customers on network security market by conducting due diligence, market research, customer and industry expert interviews, and competitive analysis.
* Designed product strategy map recommending investments in virtual/cloud firewall portfolio to capture 25% of projected $1.1B public cloud (IaaS/PaaS) and private cloud based network security market by 2020.

**ARM Accelerator,** Shanghai, China **Jan-Jun 2017**

*Corporate Accelerator arm of ARM Holdings, a multibillion dollar semiconductor firm, focused on IoT and AI startups*

***Consulting Team Lead*** *for the course* ***International Business Development***

* Led 5-student team to develop 1-year strategic roadmap; Interviewed startups, VCs, ARM management, and industry experts to redesign their revenue model and develop marketing strategy to enter the US market.
* Identified new revenue streams, and developed actionable plan to achieve 60% increase in revenues by 2019.

**FinMechanics Pte Ltd,** Singapor (2012-2016), Mumbai (2011-2012) **2011-2016**

*Boutique financial services consulting firm, serving capital markets in Asia-Pacific; grew firm from 12-60 people*

***Senior Consultant*** *(2014-2016);* ***Consultant*** *(2012-2014);* ***Associate Consultant*** *(2011-2012)*

***Business Development & Client Management***

* Launched new ““practice” to build proprietary trading and risk management analytical solutions for investment banks; pitched to, and acquired first client, a $16B Asia-Pacific based bank, generating $2M for Finmechanics.
* Secured additional 3-year engagement ($1.5M/year) with existing client by leveraging relationships with Asia market heads to understand client’s future requirements, and improving strategic recommendations.

***Product & Team Management***

* Managed internal team of 5 and client team of 3, across Singapore and London, to implement pricing models and analytics solutions for interest rates and Fx desks of bank, boosting client’s trading revenue by $40M.
* Led cross-functional team of 6 to earn one of the highest project revenues ($2.2M) by assessing the trends in banknotes market and successfully pitching and building digital solution for $6B Singaporean bank.

***Strategic Analysis***

* Conducted market entry analysis, and built valuation tools for bank to set up physical commodities desk in Singapore and Australia, resulting in new desk contributing to 10% of $75M revenue of commodities trading.
* Redesigned sophisticated pricing and risk management tools for bank in Singapore, Hong Kong and Japan; these improvements helped trading desk to increase product offerings, leading to 35% increase in profits.

***Recruitment & Firm Development***

* Developed orientation plan for new hires from scratch, reducing time for client readiness by 50%.
* Led recruitment events at alma mater and other schools, overseeing firm’s growth from 12 to 60 people.

**ADDITIONAL**

* *Personal*: Kashmiri refugee and first from state in 4 years to attend IIT for undergrad; received tuition scholarship.
* *Technical Skills & Certification*: Excel VBA, Bloomberg, Reuters and SQL; CFA charter holder.
* *Interests*: Circuit training (lost 40 pounds), backpacked across 10 countries in Asia; enjoy soccer, and rock music.