

EDUCATION

IIM Bangalore (IIMB) | Master of Business Administration (MBA) | PGP | CAT Top 0.3%

Aug'20 - Apr'22

NIT Tiruchirappalli (NITT) | B.Tech. - Mechanical Engineering

July'12 - May'16

CORE SKILLS AND CERTIFICATIONS

Core Competencies: Strategic Projects | Hypothesis-Driven Problem Solving | MECE Frameworks | Financial Modelling | Market Sizing | Program & Project Management | Stakeholder Management | C-suite engagement | Cross-functional collaboration

Practice Areas: Energy & Industrials | Oil & Gas | Life Sciences & Healthcare | Digital & AI | Public & Non-Profit | Manufacturing

Tools: Excel | Power BI | MS Office Suite | ERP (Maximo, JD Edwards) | GenAI | CapIQ | Agile (Scrum)

Certifications: Certified Lead Energy Auditor | Certified Energy Manager | GRI Certified Professional | ERP Functional Admin.

PROFESSIONAL EXPERIENCE

 **Accenture Strategy | Senior Strategy consultant** | \$20M+ bottom-line impact & \$10Mn in new business May'22 – Present

Owned strategic projects from problem definition through execution for CXO-level clients across Energy, Public Sector, Life Sciences, Healthcare and Digital; managed a team of 3 analysts; engaged Presidential-level stakeholders across APAC, U.S. & EU

- **National AI Strategy & Execution– Philippines:** Took ownership and executed ambiguous, high-stakes AI strategy mandate for **2.7Mn workforce**, partnering with the **President's Office, 12+ government agencies**, and with **30+ key stakeholders**
 - Designed governance framework, RASCI based decision-making structure, and steering-committee operating cadences
 - Set objectives, owners, timelines and key metrics; built management dashboards, risk register and leadership reporting
 - Ran peer-country benchmarking; defined North Star, pilots and phased roadmap; built the business case for investments
- **Healthcare Growth & Market Expansion:** Executed growth strategy delivering **2–3% market share** increase for a global firm
 - Assessed value chain, market size and growth, competitive landscape, and financial diagnostics across client's portfolio
 - Built implementation plan and board-ready business cases supporting leadership business planning & portfolio expansion
- **Pharma Capital Strategy – Manufacturing Investment:** Led **\$10B+ manufacturing expansion**, evaluating investment options for capital deployment across greenfield and brownfield facilities for a U.S. based global pharmaceutical company
 - Defined a digitally native “Smart from Start” framework embedding AI, digital twins and automation into capital planning
 - Built governance model (scope, RASCI, milestones, KPI dashboards, risk frameworks) and the C-suite strategic narratives
- **Energy & Decarbonization Strategy – Industrials:** Drove **20+ energy efficiency programs** delivering **20% lower energy** consumption; led a decarbonization roadmap achieving **15% lower emissions** with the overall dollar savings of **~\$20Mn**
 - Analyzed client data, conducted ASHRAE Level 2 audits; prioritized emission hotspots using an 80:20 impact framework
 - Identified Initiatives, analyzed build-buy-borrow scenarios, built capital-investment business case and capability-program
- **KaaS GTM & New Business Initiative:** Led market entry and go-to-market strategy for a GenAI-powered knowledge platform
 - Sized market (TAM-SAM-SOM, **\$217B SAM**); defined customer segments, user persona, product positioning and use-cases
 - Detailed out possible revenue streams and related cost, developed financial models and capital investment strategies
 - Defined make vs buy vs borrow decision for technology, built 5-year revenue model projecting **\$93M and** operating model
- **Circular Economy & Waste Strategy:** Led a program for on-site mobile dewatering and waste-treatment model recovering **~90%** of water and eliminating the waste-hauling, spanning circular economy, waste management and water stewardship
 - Diagnosed the revenue decline using hypothesis-driven scenario testing; ran market landscape and competitor analysis
 - Sized the opportunity **SOM ~\$17M**, built the full cost, revenue and payback model justifying a **\$351K** capital investment
- **Platform Design Strategy:** Architected a platform economy solution targeting **40% reduction** in humanitarian delivery costs
 - Conducted humanitarian market landscape analysis, studied competing platforms and conducted beneficiary workshops
 - Detailed out possible revenue streams and related cost, developed financial models and capital investment strategies
- **Business Developments & Proposals:** Secured **~\$10M** in new business through an end-to-end ownership of **50+ proposals**
 - Applied MECE issue trees framework, hypothesis-driven problem structuring, market analysis, and drove gap assessment
- **Thought Leadership:** Built an emission-quantification and energy-profiling tool enabling GHG accounting and ESG reporting
 - Developed analytical tools and Power BI dashboards contributing **\$750K** revenue and **30%** team productivity improvement
 - Authored **10+ POVs** on Sustainability, TNFD, AI; Coached and reviewed the work of junior analysts, sharing methodology

 **Hindustan Petroleum Corporation Limited (HPCL) | Assistant Manager** | COS - CGM's Office Jul 2016 – Aug 2020

Led cross-functional strategic planning and enterprise transformation serving as COS in a large energy conglomerate (~40B revenue); managed autonomous workstreams coordinating diverse teams across refinery operations

- **Executive Office & Strategic Governance:** Served as Chief of Staff to the CGM's office of a downstream oil & gas major firm
 - Synthesized inputs into executive briefings, tracked strategic decisions and follow-up, monitored KPIs and flagged risks
 - Led end-to-end planning, coordination, and briefing preparation for the official Parliamentary Committee on Oil and Gas
- **Technology Program Delivery – ERP Upgrade:** Drove structured technology program unlocking **~\$2M** annualized cost savings
 - Conducted As-Is / To-Be assessment, finalized scope, built use cases, coordinated with **200+** stakeholders and vendors
 - Developed project plan, coordinated testing, delivered **30+** operational and ERP trainings to **600+** refinery personnel
- **Predictive Maintenance for Refinery Assets:** Drove the intelligent data solutions reducing operational downtime by **10–15%**
 - Integrated IoT sensors data with asset management systems applying digital engineering principles for monitoring assets
 - Applied data analysis in identifying equipment failure patterns and optimized maintenance time and related energy waste
- **Budget Tracking Analytics Platform:** Implemented tracking process using advanced analytics delivering **\$130K+** efficiency
 - Developed automated Power BI dashboards enabling data-driven decision-making for leadership with the accountability