

Research Experience

PhD Candidate at NUS Business School, Singapore

Jul'15 – Present

- Research interests in firm strategy, family firms

Job Experience

L&T General Insurance Company Ltd., Mumbai, India

May'13 – Jun'15

Assistant Manager, Business Analyst

- Reporting to Appointed Actuary; responsible for **Database Management, Project Management & Vendor Relationship** (IBM)
 - Conducted a pan India comprehensive **Training Session** for **SQL** based vendor tool to various zones and departments in company
 - Received admiration for developing an **automatic system** driven detailed Daily MIS for the complete hierarchy of sales force
- Reporting to CEO; spearheaded **Benchmarking Analysis** of the company with industry
- Reporting to CDO; enabled Product Distribution Team in tracking Sales patterns
 - Launched **MI Pack**, for CDO and Zonal Business Heads, containing a set of 18 **crisp managerial and business information**
- Reporting to Head, Central Initiatives; enabled Central Initiatives Team by **designing specialised MIS** for Key Relationships;

Internship

Maruti Suzuki India Ltd., Gurugram, India

April '12 - May '12 (10 Weeks)

Title: Remodelling and Implementing Insurance Process at Maruti Dealerships

- Ensured smooth implementation of 'New Car Insurance Remodelled Process' at dealerships and suggested improvements in the process
- Remodelled the Insurance Renewal Process for insurance broking operations

Education

Qualification	Year	Board/University	Institute	CGPA
PGDM (MBA)	2013	-	MDI, Gurgaon	6.95/10
B. Tech. (IT)	2011	Guru Gobind Singh Indraprastha University (GGSIPU), Delhi	University School of Information Technology (USIT), University Campus	80.90
XII	2007	CBSE	C R P F Public School	89.20
X	2005	CBSE	C R P F Public School	91.80

Academic Achievements

- Passed **QE** for Strategic Management, International Business, Behavioural Strategy & Econometrics in 1st year in a single attempt, 2016
- Awarded **NUS Research Scholarship** in 2015
- Scored **730/800 (97 %ile) in GMAT**, 2014 (8/8 Integrated Reasoning, 4.5/6 Analytical Writing) and **110/120 in TOEFL**, 2014
- Chosen for OP Jindal Scholarship Test for being amongst the **top 20** in the batch during MBA, 2011
- Received a job offer from **Samsung India**- Software Engineering Lab, Noida in 2011
- Secured 99.75 percentile in **CAT 2010**
- **Topped Computers' Section in XII** Standard in School, 2007
- Ranked 7th, 20th in **National Mathematics Olympiads** in IX and X standards respectively, 2005, 2006
- Won bronze trophies in **Manavsthal Maths Talent at National level** in IX and XI standards, 2004, 2006

Academic Projects

Professionalism in Family Firms: Neo-institutional and Network Perspectives	Family firms usually avoid professionalism, yet some family firms employ professionalism. Using neo-institutional and inter-organizational network perspectives, this paper attempts to identify situations which trigger such firms to adopt professionalism.
Professionalism in Family Firms: A Game Theoretic Explanation	Family firms usually avoid professionalism, yet some family firms employ professionalism. This paper attempts to identify how internal competition between 2nd generational family-members can trigger professionalism. The paper adopts game theoretic explanations.
Simulation Game on "Retail Outlet Planning"	A multi-player game based on MS-Excel to simulate a multi-brand retail-store testing concepts of planogram, cross-selling, CRM, loyalty programs <i>(Course: Product Management; Team Size: 5)</i>
Understanding the Distribution System of Maruti Suzuki	A project to analyze different distribution channels followed by the automobile giant and identify problems in the network for different entities and recommend solutions <i>(Course: Sales and Distribution Management; Team Size: 6)</i>
Facebook : Attracting and Retaining Customers	A project to understand about the inception and retention of a large clientele that Facebook has <i>(Course: Marketing Term-1; Team Size: 6)</i>
Implementation of Design Metrics from Journal of Object Technology	A software that takes any java project as input and outputs the project's Design Metrics. <i>(Course: Final Year Project, B.Tech.; Team Size: 2)</i>

Extra Curricular Activities

- Represented L&T Insurance in L&T intra Cricket Tournament, 2014
- Senior Team Member, Strategist, the Consulting Club of MDI Gurgaon, 2012 - 2013
 - Initiated a monthly magazine of the club; Organised On-the-spot events inviting participation from different B-schools
- Core Team Member, Delphique, the National Management Convention of MDI Gurgaon, 2012 - 2013
 - Cracked a sponsorship deal with TCS; Generated 28 key leads for the IT panel; Invited corporate dignitaries for the event
- Campus Finalist, Bristlecone Case Study Competition- a Supply Chain Case Study Challenge, 2012

Key Interests

- Playing basketball, badminton, table-tennis