

FIRST NAME LAST NAME

Your Current Address
Current City, State 91107

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EDUCATION

Masters of Business Administration May 2009
Peter F. Drucker and Masatoshi Ito Graduate School of Management
Claremont Graduate University, Claremont, CA
Honors/Scholarships: Beta Gama Sigma Scholar
Leadership: Vice President, Drucker School Student Association (DSSA)
Coursework:

Bachelors of Business Administration May 2005
University of Madras, Madras India
Leadership: Class Representative '04-'05, President of College Marketing Board

EXPERIENCE

MBA Course Projects

Drucker School of Management, Claremont, CA

- Strategy – Led collaboration between the Drucker School and an automotive company to develop an internet marketing strategy to increase its competitiveness in the Southern California market.
- Marketing – Developed marketing plan with a SWOT analysis for a local fitness club resulting immediate implementation by the management.

Project Manager - Offshore Outsourcing Services (Summer Internship) 5/03 - 9/03
Staff Outsourcing Company, Inc., Los Angeles, CA

- Implemented client management processes at the India Excellence Centers to improve the global delivery model.
- Increased efficiency by streamlining internal processes between offshore center and U.S. office.
- Crafted offshore selling points for sales division to deliver during initial sales meeting.

Senior Risk Management Analyst, South Asia Region 12/99 - 6/02
Credit Card Company Ltd., New Delhi, India

- Participated in conversion testing for a new database management system and oversaw its implementation without impacting normal business operations.
- Collaborated in the feasibility study of the strategic alliance between Credit Card Company and JCB (Japan's largest Credit card issuer) in the Indian market.
- Assisted the marketing team in identifying the target market during the launch of the Credit Card Company Platinum Card in India.
- Analyzed MIS reports for the Authorizations Unit over a period of time, linked them to capacity planning and recommended changes that were later implemented by senior management
- Coordinated with the Credit Card Company Security Team in preventing fraud losses for the company.
- Monitored performance of the Authorizations team with respect to the targets set by the International Risk Management team, and provided feedback to team members.

Marketing Associate, Global Establishment Services 6/99 - 12/99
Credit Card Company Ltd., New Delhi, India

- Planned and managed the deliverables of the External Service Agency Team (20-25 members) with respect to regional sales targets for North & East India.
- Generated leads and maintained relationships with key establishments accepting Credit Card Company cards.

SKILLS and MEMBERSHIPS

- Memberships: American Marketing Association
- Language Skills: Fluent in Hindi, Urdu and English
- Computer Skills: MS Office Suite, Dreamweaver, Basic HTML