Vaibhav Mishra

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# EDUCATION

* Temple University, Fox School of Business, Philadelphia, PA

## Doctor of Philosophy in Business Administration (Current)

***Master of Business Administration, May 2018 (****International Student Chair, Fox Graduate Student Association, General Board Member, Fox Net Impact)*

* National Institute of Technology, Rourkela, India

***Bachelor of Technology in Electrical Engineering, 2011***

# PROFESSIONAL EXPERIENCE

**SAP Americas, Inc., Newton Square, US** (Feb 2018 – May 2019)

## Intern, Private Equity Team

* Facilitated the improvement of operational efficiencies of the private equity (PE) team by coordinating with various stakeholders to identify & implement necessary requirements to reduce deal closing time by 10%.
* Identified requirements from senior team members, designed & developed dashboards that reduced time required to evaluate SAP pipeline with PE firms & portfolio companies.
* Supported PE Sales team end to end by conducting review of PE firms and their portfolio to understand pipeline and SAP footprint and identified opportunities to expand revenue generation.
* Coordinated & conducted quarterly data review process; developed bi-weekly reports to record & track changes in top deals with portfolio companies across different regions.
* Analyzed, interpreted & synthesized learnings from research sources to facilitate management decisions.

**CGFNS, Philadelphia, US** (Jul 2017 – Apr 2018)

## Intern (Market Research & Business Development)

* Analyzed competitive landscape, industry trends, market share, & customer data; presented recommendations & findings to senior leaders to facilitate strategic decision making.
* Analyzed & tracked performances of promotion services for programs like e-Saved, etc. & helped in designing marketing campaign to exceed target by 20%.
* Performed cost-benefit analysis of programs & services to identify high performing programs & areas for improvement.
* Developed metrics to facilitate organizational project selection & prioritization.

**Temple SBDC, Philadelphia, US** (Jun 2017 – Feb 2018)

## Student Consultant

* Provided consulting services to potential & existing entrepreneurs in the areas of business plan development, marketing & financial management. Conducted competitive analysis, analyzed market strategy, trends & opportunities, & developed financial statements for over 10 startups in the Philadelphia area.

**Fox Management Consulting, Philadelphia, US** (Jan 2017 – Dec 2017)

## Student Consultant

* Conducted primary (interviews, survey & focus group) & secondary research for two startups; analyzed competitive landscape, industry trends, market share; developed projected financial models; tested marketing campaigns; & developed go-to-market strategy, market plan & investor pitch.

**Tata Steel Limited, Ferro Alloy Plant, Bamnipal, India** (July 2011 - July 2016)

## Manager

* Led a team of 21 technicians & attendants, managed department operations, ensured 99% plant availability by planning & executing preventive maintenance; monitored KPIs to meet operational goals.
* Formulated & managed department budget by planning, forecasting & identifying opportunities to reduce costs by 5%.
* Provided training to employees & interns on policies, procedures & safety regulations; provided feedback by monitoring & assessing their performance.
* Improved inventory management process, ensured 100% spare availability & reduced overall inventory holding costs by 5% by analyzing spare consumption pattern & demand planning using the SAP MM module.
* Negotiated annual & one-time contracts by participating in technical bid analyses to identify correct partner for organization & reduce costs by 5%; managed contractor performance by monitoring key KPIs.
* Identified, planned & implemented improvement projects to improve equipment availability & reduce cost.
* Handled customer complaints, provided prompt service & ensured 100% customer satisfaction in 250 employee households
* Fostered & maintained relationships with government & regulatory personnel.

# CONFERENCES

* AIB 2021 Online Conference: Manuscript accepted for interactive presentation

 ***Title: Business as Unusual? A Multi-Country Study on Pivots by New Ventures (Aniket Khera, Vaibhav Mishra)***

# ADDITIONAL INFORMATION

Bloomberg certified in financial modelling, HBP certified in advanced MS Excel. Proficient in MS Office, JMP, Statistica, Tableau, Meltwater, Power BI. Board Member for 12+, a non-profit organization through Fox Board Fellow Program.