

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, Bamnival, 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.

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.