

# Prabu S | PGP - II, IIM Ahmedabad | Male | 24 years

PROFESSIONAL EXPERIENCE				
Business Consulting - Summer Intern		TATA Consultancy Services Ltd		2 Months (Apr '21 – Jun'21)
Mfg. & ERU	Highlights	Awarded a PPO for exemplary performance during the internship	Published a thought leadership article on the water utility industry	Collaborated with 10+ external stakeholders for two client proposals
	Roles & Responsibilities	<ul style="list-style-type: none"> <li>Performed competitor analysis, benchmarked best practices in the industry and identified TCS Coin partners</li> <li>Collaborated with the internal product management team to enhance an existing offering to meet client needs</li> <li>Formulated a strategy to enhance the payroll process for one of the largest business conglomerates in Qatar</li> </ul>		
	Achievements	<ul style="list-style-type: none"> <li>Developed an investment model for a government-owned water utility service provider in Saudi Arabia</li> <li>Strategized a solution and proposed an effective water resource allocation method for Saudi Vision 2030</li> </ul>		
Product Sales – Senior Engineer		Voltas Ltd – A TATA Enterprise		22 Months (Jul '18 – May '20)
Sales	Achievements	<ul style="list-style-type: none"> <li>Achieved sales revenue of ₹ 2.3 cr in 10 months (15% of total Tamil Nadu sales) by closing 80+ orders</li> <li>Increased market share of ductable segment 100% YoY by conducting marketing campaigns across south TN</li> <li>Accomplished 300% YoY increase in new dealers &amp; channel partners; 100% retention of key stakeholders</li> </ul>		
	Recognitions	<ul style="list-style-type: none"> <li>Received star performer awards twice for overachieving the sales target by 50% &amp; 60% in 2 successive quarters</li> <li>Recognised by Zonal Manager for achieving the highest sales figure in TN state - Jan (₹40 L) &amp; Feb (₹35 L)</li> <li>Secured fast track promotion &amp; the highest appraisal rating 'Outstanding - 10/10' in 2 performance reviews</li> </ul>		
	Key Initiatives	<ul style="list-style-type: none"> <li>Assisted in conducting 'Think turf' product launch event with ₹ 1.6 cr budget across 10 cities &amp; 2000+ guests</li> <li>Proposed a plan to the senior leadership team during Vision 2025 - Annual Sales Strategy meet to boost sales</li> </ul>		
Projects	Cost Impact	<ul style="list-style-type: none"> <li>Accomplished ₹ 20 L+ of cost savings in executing ₹ 11.5 cr worth projects - Chennai Intl. Airport &amp; Taj</li> <li>Single-handedly completed ₹ 3.5 cr worth project in 6 months; Appreciated by VP – IHCL &amp; GM – CC</li> </ul>		
	Leadership	<ul style="list-style-type: none"> <li>Strategized with 50+ dealers &amp; channel partners to help them close jobs and improve profit margins</li> <li>Managed 10 contractors &amp; 50+ site workers in a project; Mentored 5 DETs &amp; upskilled 20+ engineers</li> </ul>		
Project Intern		Rane Group & TAFE Ltd		2 Months (Jun'17 & Jun'16)
Process Improvement		<ul style="list-style-type: none"> <li>Rane: Revised 20+ SOPs for quality parameters; Performed Root cause analysis for 15+ defects &amp; failures</li> <li>TAFE: Optimized the plant layout (10% space reduction) by employing Poka-Yoke &amp; Kaizen techniques</li> </ul>		
EDUCATIONAL BACKGROUND				
BE Mechanical	8.75/10	CEG, Anna University	Dept. Top 5% out of 180+ students	
Class XII	98.25%	Velammal MHSS, TN	State Rank 15 out of 8.21 L+	200/200 in 3/6 subjects
Class X	96.8%	St Joseph's MHSS, TN	State Rank 14 out of 10.5 L+	>99/100 in 3/5 subjects
SCHOLASTIC ACHIEVEMENTS				
Scholarships		<ul style="list-style-type: none"> <li>IDFC First Bank MBA scholar: 1/150 selected out of 2600+ across 100+ colleges to receive ₹ 2 L</li> <li>Renault Nissan merit scholar: 1/60 selected out of 1500+ to receive ₹ 90k (100% UG tuition fee waiver)</li> <li>Chief Minister's scholar: Awarded by Govt. of Tamil Nadu for securing District Rank in XII</li> </ul>		
Awards & Recognitions		<ul style="list-style-type: none"> <li>P&amp;G Emerging Leaders Day 1: 1/237 shortlisted out of 1800 applicants from IIM A, B, C, L &amp; XLRI</li> <li>Dept. Rank 2 (9.59 GPA) out of 180+ in a semester; Top 2 grades in 41/65; First Class with Distinction</li> <li>Awarded Best Outgoing Student out of 2000+ for showcasing outstanding performance in academics</li> </ul>		
Projects	FII	<ul style="list-style-type: none"> <li>Implemented a pilot survey to generate insights on customer perception about the service offering</li> <li>Identified areas to improve product features; Gauged willingness to buy through FGDs and interviews</li> </ul>		
	CIIE	<ul style="list-style-type: none"> <li>Idea Mining: Developed a solution using design thinking for problems faced while trekking Mt Everest</li> <li>Collaborated with international students from Hiroshima University to develop potential solutions</li> </ul>		
	CEG	<ul style="list-style-type: none"> <li>Only project from college to be featured at ACMEE 18 Intl. Exhibition; Received Innovation award</li> <li>1/2 out of 30 projects to be selected for full funding from the department, now used in research lab</li> </ul>		
Exams & offers		<ul style="list-style-type: none"> <li>XAT2020 - 99.79%ile; CAT19 QA - 99.48%ile; Admission offers from IIM A, B, C, L, K, I &amp; FMS</li> </ul>		
Certifications		Digital Marketing by Google	Pricing strategy by BCG (Coursera)	Six Sigma white belt certificate
POSITIONS OF RESPONSIBILITY				
IIMA	Speaker Cell Head GMLC	<ul style="list-style-type: none"> <li>Headed a 10-member team, Conceptualised speaker sessions and formulated the cell team activities</li> <li>Collaborated with CXOs to garner their experiences; Curated a video series with internship experiences</li> </ul>		
	Manager FII	<ul style="list-style-type: none"> <li>Initiated and sustained relations with clients; Acted as SPOC for the end-to-end delivery of the projects</li> <li>Generated clients for the official student consulting body of IIMA; Part of the client acquisition team</li> </ul>		
	Member	<ul style="list-style-type: none"> <li>TRBS 2021 – Workshops team; Chaos 2021 – PR &amp; Promotions team; FSI – Publications team</li> </ul>		
Corporate Head CEG Motorsports		<ul style="list-style-type: none"> <li>Directed a team of 35 to build an All-Terrain Vehicle &amp; led to Top 5 ranks in 2 national-level events</li> <li>Secured sponsorships worth ₹ 20 L; 1/300+ applicants to receive Ford STEM scholarship worth ₹ 9 L</li> </ul>		
Sec. Marketing SME - CEG		<ul style="list-style-type: none"> <li>Led a team of 20; Conducted marketing campaigns across 100+ colleges; Raised ₹ 5 L from 10+ sponsors</li> <li>Managed 20+ events with ₹ 10 L+ witnessing highest footfall of 5000+ students (30% YoY increase)</li> </ul>		
EXTRA-CURRICULAR ACTIVITIES				
Racing Events		<ul style="list-style-type: none"> <li>National Winner: AIR 1 in Manoeuvrability out of 150 teams m-Baja2016 by SAE India &amp; Mahindra</li> <li>National Rank 5/120 in Design &amp; Sled pull, m-Baja2018; National Rank 7/72 in ESI2018 cost event</li> </ul>		
Case Competitions		<ul style="list-style-type: none"> <li>1/6 finalists out of 97 applicants in Perfect Manager, flagship general management competition in IIMA</li> <li>Campus Rank 4/246 &amp; Rank 56/3.5k+ applicants in Markos Inter B-school marketing competition</li> </ul>		
Social Impact		<ul style="list-style-type: none"> <li>Volunteered in Make a difference, NGO; teaching &amp; enabling vulnerable children in 4 shelter homes</li> <li>Trained 5 youths aged between 13 &amp; 16 transition to a broader society focused on academic &amp; life skills</li> </ul>		
Blogging		<ul style="list-style-type: none"> <li>Food Blogging: IG Page with 750+ followers &amp; 100+ posts</li> <li>Quora: Garnered 117.8k content views</li> </ul>		
Interests		Biking & Trekking	Vlogging	Movies, TV shows & Cricket