

Shamika Kalwe

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EDUCATION

Master of Science in Business Analytics | *Boston University Questrom School of Business; Boston, MA* August 2021
Dean's Merit Scholarship

Master of Business and Administration | *Indian Institute of Management Indore (IIM I); India* March 2019
Foreign exchange student at ALBA Graduate Business School, Athens, Greece

Bachelor of Technology | *Visvesvaraya National Institute of Technology (NIT); Nagpur, India* April 2013

RELEVANT WORK EXPERIENCE

Management Consultant May 2019 - September 2020
Avalon Consulting (Asia focused strategy and management consulting firm), Mumbai, India

- Mapped BFSI BPM US market and formulated Go-To-Market strategy enabling 400% growth for a \$100 M firm
- Devised Go-To-Market strategy for Value-added Sugar products for a \$1.0 Billion Indian conglomerate
- Executed Commercial Due Diligence for an investment decision in one of leading Indian IoT Technology firms
- Executed Performance Improvement focused on working capital optimization & cross-selling for a \$6 M firm
- Scripted an advocacy paper to shape narrative of India's Competition Policy for a Fortune 500 conglomerate
- Articulated Long-term Growth Strategy for India's largest Zinc and Sulphur based chemical manufacturer

Senior Quality Assurance Engineer June 2013 - May 2017
Oracle Corporation, Hyderabad, India

- Youngest person in the team to manage 8 members across 8 products under Fusion HCM Talent Management
- Assumed sole Point of Contact role, responsible for automation testing of TM module within first year
- Trained and mentored 15 new recruits to enable their seamless integration into the organization
- Created & maintained 728 Java based automation test scripts and resolved 1,018 bugs for Fusion HCM product
- Contributed to SQL based repository query tool leading to 75% reduction in daily report generation time

RELEVANT SKILLS

Technical Skills: Java, SQL, C++, R, SPSS, MATLAB, MS Office Suite (Word, PowerPoint and Excel), MS Power BI

Relevant Coursework: Data Analytics & Learning, Advanced Marketing Research, Strategy Consulting, Mergers & Acquisitions, Business Models, Organization Development & Change

Certifications: Core and Advanced Java, Q-Champ Professional (a Quality Assurance certification by KPMG)

RELATED PROJECTS

Predicting Prices of Listings for an Online Marketplace: Airbnb January 2018 - December 2018
Business Analytics course project at IIM I, Indore, India

- Used R to analyze effect of various amenities (~64 variables) and predict Airbnb property prices
- Performed Linear and Stepwise regressions to identify key variables and develop a model with least AIC value

ADDITIONAL INFORMATION

Volunteering: Volunteered for 'Digital Kaushalta Ki Aur' – a step in line with Digital India Mission (Oracle, 2016); Examined Open Defecation Free initiative and suggested solutions to local village administration (IIM I, 2018)

Position of Responsibility: Served as member of Entrepreneurship Cell & organized start-up expo (IIM I, 2017-18)