

Raj Prabhakar Pandey

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SUMMARY

BPGP - IIM A, Class of 2026 | INTJ 1w9 | Quizzer | Generalist | Independent Solver | Quiet & Humble

EXPERIENCE

- **Freelance Consultant | Self** Jan 2025 - Current
 - Guiding operations & cost control for local businesses, boosting top/bottomline
- **Lead - Business Finance | Searce** May 2023 - Apr 2024
 - Tracking & Reporting the Revenue & Open Pipeline of each BU on a continuous basis
 - Variable Calculation for each Individual Contributor across the organization
 - Keeping track of the profitability for each team, Sub-BU or BU in the respective periods
 - Reconciliation of Booked Revenue with Recognized Revenue at the BU and IC level
 - Automating and streamlining the Sales operations through CRM & BI tools
 - Designing & optimizing new operational processes for excellence in RevOps
 - **Improved Business Finance process efficiency by 80% within 1 Financial Year**
- **Lead & Cloud Consultant | Searce** Jul 2020 - Apr 2023
 - Managing relationship with CXO's of Accounts under management
 - Achieving quarterly and annual revenue goals for New & Existing Businesses
 - Constructing & negotiating deals to onboard new Enterprise & DN customers
 - Handling FinOps for Google Cloud spend of Accounts under management
 - **FY'23: Accounts under management = \$45M; New Accounts onboarded = \$20M**
- **Business Process Analyst | Searce** Jul 2019 - Jun 2020
 - Estimating Total Cost of Ownership for Cloud Migration projects
 - **Developed and maintained a new cloud-hosted web application for TCOs**
 - Piloted for a Shipping business process using Searce's in-house Doc AI product

EDUCATION

- **Master of Business Administration - MBA** 2024 - 2026
Indian Institute of Management Ahmedabad • Blended PGP
- **Bachelor of Technology (B.Tech.), Computer Engineering** 2015 - 2019
Nirma University • 66.6% • Activities and societies: Quizmaster @ Quizards
- **Minor Degree, Finance**
Nirma University • 75%
- **AISSE & AISSCE**
Delhi Public School Vadodara • 88.8% in XII • 10/10 CGPA in X, 2x Scholar's Badge

CERTIFICATIONS

Google Cloud Digital Leader

Google Cloud • Expired in Dec 2024 (Renewal in progress)

SKILLS

Industry Knowledge: Visualization, Data Analytics, Project Management, Business intelligence

Tools & Technologies: Google Cloud Platform (GCP), Amazon Web Services (AWS), Microsoft Azure, Power BI, Tableau, Looker Studio, Microsoft Excel + MS Office, Google Docs + Sheets + Slides

Programming Languages: Python, R, SQL, C/C++, JAVA, HTML/CSS, PHP

Human Languages: English, Hindi