



**Summary** Extensive experience with decision analysis through large datasets and quantitative models. Well versed in constructing quantitative models from abstract conceptual constructs. Proven ability to communicate complex analytical concepts to clients and team-members.

**Education** MS - Systems Engineering (Operations Research Focus) August 2000  
University of Texas at Austin Cumulative GPA: 3.63/4.00  
  
BE - Mechanical Engineering August 1998  
L. D. College of Engineering, Gujarat University, India Cumulative GPA: 3.73/4.00

**Work Experience**

Apr'06 to Present: IBM Global Business Services Fairfax, VA Sr. Consultant

Project Management Regularly delivered results in fast paced and tight deadline projects. Apart from providing overall technical guidance for the projects, led the brainstorming efforts to develop project objective, scope and deliverable details. Prepared cost estimates related to man-hour requirement of different skills and requirement for materials and services such as software/hardware and travel. Also developed, tracked and managed mid-sized project work schedules with software tools such as MS Project

System Analysis Took part in full Software Life Cycle Management, starting from client interaction to gather requirement, creating use cases, helping developers with design document, creating test cases, testing the output, guiding clients through CAT and helping clients with training and ongoing consultation with interpreting and implementing system output. Worked in a highly diverse environment with multiple developers in different technical areas and multiple clients in different functional areas. Within his functional area, led informal group of functional and technical analysts to deliver results in tight deadline and within budget. Trained junior analyst with functional and technical aspect of work.

Jul'05 to Mar'06: Capital One McLean, VA Business Manager

DSS Development Project manager for maintenance and enhancement of financial product decision support (DS)/valuation tool. Regular interface with users, internal IT development and outside software vendor to keep software development cycle and related communication on track; with usability, scope flexibility and accuracy of calculation as target criteria. Offered valuation tool training in classroom setting to the wider user community.

Decision Analytics Led a team to evaluate current decision criteria for financial product targeting. Suggested improvements and alternate methodology, evaluated the impact of these methodologies with quantitative approach and presented results to senior management for approval. The effort resulted into Portfolio Management Tool, using Linear and Dynamic Programming and Statistical Modeling, to actively make and monitor financial product decisions with holistic view spanning multiple decision hierarchies.

Sep'00 to Jun'05:	MergeGlobal, Inc. Arlington, VA	Sr. Consultant
Jun'99 to Aug'99:	MergeGlobal, Inc. Arlington, VA	Summer Intern

Project Scope      Developed summary and detailed statistics of results and models in Excel and Access for clients. Prepared concise presentation of findings and methodology. Projects involved airline bankruptcy and reorganization, new market entry feasibility for freight transportation companies, viability and demand elasticity of new regional aircraft and analytical support for government/regulating institutions.

Modeling      Responsible for creating database and spreadsheet models to predict market share, cost, revenue and financial projection, and to test sensitivity to market condition assumptions for various transportation networks. Model design involves extensive use of linear programming, logit and linear regression modeling. Designed and implemented QSI (Quality of Service Index) models to determine preference/choice in transportation network environment. Designed and implemented modal choice model for intercontinental freight movement. Experimented with Neural Network models and improved heuristics for freight demand forecasting using E-views. Designed models for cargo airline network design and fleet allocation to maximize profit with Lingo and MS SQL Server. Created Activity Based Costing model for mid-size air freight carrier to understand cost drivers and cost centers, and their impact on overall and lane-specific profitability.

Data Analysis      Tasked with producing reliable and comprehensive cost, price, supply, and demand data-sets related to transportation from disparate sources. Merged, normalized, and cross-checked millions of rows of information in MS SQL Server and Access to compile industry-leading data sets. Company spent fewer man hours on data preparation and produced more billable hours. Performed statistical analysis using Excel, Access and E-views to determine patterns and abnormalities in these data-sets. This information is used to inform forecasting and competitive analysis modeling.

Sep'98 to Aug'00:      University of Texas at Austin      Research Assistant/Teaching Assistant (Part-Time)  
 Developed software in Visual Basic to aid classroom teaching. Developed web-pages for research activities and helped with IT system maintenance. Held computer laboratory sessions and graded papers.

**Honors & Activities**      Inducted Member of the Phi Kappa Phi National Honor Society at UT Austin.  
 Member of the **INFORMS** ([www.informs.org](http://www.informs.org)) and **APICS** ([www.apics.org](http://www.apics.org)).  
 Founding member and past BoD member for **Analemma Foundation** [REDACTED] – A non-profit organ set up to help AIESEC Ahmedabad chapter.  
 Elected BoD member ('07-'09) of WINFORMS - Washington DC chapter of INFORMS

**Computer Skills**      Data Manipulation: MS Excel, Access, MS SQL Server  
 Technical Software: LINDO/LINGO and GAMS (Optimization)  
                                  E-view and SAS-JMP (Econometrics – Intermediate Skills)  
                                  Arena and @Risk (Simulation – Intermediate Skills)  
 Programming Languages: SQL, Visual Basic and Java (Intermediate Skills)  
 Productivity packages: MS Word, PowerPoint and Project, MapInfo (GIS Tool)  
 Familiar Operating Systems: WinXP, UNIX (Linux)