

Sourav Ghosh

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EDUCATION

EDHEC Business School

Masters in Management - Business Management (Grande École - top 10%)
MSc. in Strategy, Organization and Consulting (M2 specialization - highest master project grade)

Lille, France
Sept'20 - Dec'23

Bharati Vidyapeeth University - New Law College

BBA.LLB - Majors in Business & Corporate Law (First class distinction)

Pune, India
Jun'14 - May'19

PROFESSIONAL EXPERIENCES

Capgemini Invent

Associate

Paris, France

Oct'22 - Mar'23

- Discovered 3x market opportunities through strategic positioning, value-chain alliances, 25+ competitor & business model analysis
- Revamped customer targets, pricing, 8+ partnerships, marketing channels, optimizing go-to-market strategy & expansion roadmap
- Formulated revenue models, data strategy, online product features, 8+ KPIs-data collection, monetization, & associated risks on GDPR
- Increased efficiency by 50% on mobile version launch by leveraging completed features & providing strategic deployment timelines

Impact Consulting

Strategy Consultant

London, UK

Oct'21 - Mar'23

- Executed financial, operational & cost-efficiency strategies for 3+ EU EdTech & Impact Start-ups, with MBB consultants driving growth
- Evaluated 15+ KPI benchmarks, frameworks, quantitative & qualitative market research, helping clients on informed decision-making
- Facilitated organizational transformations, including process optimization, change management, and performance improvements

Lexir

Business Analyst

Paris, France

May'22 - Aug'22

- Developed strategic recommendations on value partnerships and corporate business development deals, improving revenue by 20%
- Created & managed CRMs for B2B & B2C projects, identified 150+ relevant opportunities, improving sales strategy & optimization
- Analyzed strategic, cultural, and financial valuation fit with C-level team for fundraising rounds from over 200+ VCs, PE and investors

PWC

EMEA Business Strategy Analyst

Brussels, Belgium

Nov'21 - Apr'22

- Consulted 10+ startups on Digital Transformation & ESG principles; furthered their funding opportunities increasing revenue by 40%
- Drafted & analyzed 50+ strategic reports, competitor offerings, trends & recommendations for Global & EMEA leadership projects
- Incorporated 5+ KPIs, investment reports & research to evaluate trends of startups in EMEA, attaining 250+ new opportunities
- Coordinated partnerships, sponsorships, marketing & communication collaborations and global podcast integrations with leading European Startup/Scaleup Networks, PE Investors, VCs & Accelerators, generating 70+ leads

Adak Associates

Legal Associate

Kolkata, India

Jul'19 - Dec'19

- Supervised existing and new clients in civil, corporate, and acquisition cases, increasing client acquisition by 30% and revenue by 35%
- Analyzed 200+ strategic communications & business management reports on start-ups, M&A, corporate negotiations & contract cases
- Spearheaded a team of 7 interns on legal research, compliance projects, financial reports & billing, increasing efficiency by 50%

CO-ACADEMIC PROJECTS

Sopra Steria Next | Business Strategy & Innovation Project

France, Jan'21 - Mar'21

- Assessed & compiled market research & analytics on 90+ employees' Digital Footprint patterns & Carbon production in IT Industries
- Directed business gamification strategies to accomplish sustainability & engagement objectives, boosting profitability by 50%

P&G | Marketing Strategy Project

France, Sept'20 - Dec'20

- Conducted industry & market analysis, identifying new target segments for a revised marketing strategy, increasing sales by 25%
- Reduced manufacturing costs by 20% by modeling low-cost eco-friendly alternatives and restructuring the marketing budget

Royal Vopak Co. | Finance Project

Netherlands, Sept'20 - Dec'20

- Computed financial statements & developed reports of KPIs, Acquisitions, Divestments of operations & associated opportunity costs
- Projected industry analytics, competitors' financial position, cost forecasts to integrate expansion plan recommendations in long-term

ADDITIONAL EXPERIENCES

Technical Skills: MS Office (Excel Advanced), G-suite, Tableau, SQL, Power BI, Salesforce, SAP, Aris, Agile, Scrum, Jira, Slack, Trello

Languages: English (Native), French (B1-Intermediate), Hindi (Native), Bengali (Native)

Co-curricular Leadership Experiences:

- Demonstrated active participation in the Indian Youth Parliament conference, 2016 on educational & co-curricular reforms
- Headed EDHEC KETCH-UP Student Association '20, conducted consulting-based case discussion & market/industry insight sessions
- Awarded runner-up, at The EU Foresight Innovation Conference hackathon'22 for B2B sustainable economic development strategies