

Curriculum Vitae

Abhinav Madan

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EDUCATION

2001 – 2003	Post Graduate Diploma in Management Xavier Institute of Management (XIM), Bhubaneswar, Orissa, India Specialization: Finance & Quantitative Research	GPA 5.7/8.0
1998 – 2001	B.Sc. (Honours) Physics St. Stephens College, Delhi University, New Delhi, India Other courses: Mathematics – Real Analysis & Statistics, Chemistry and English	Agg. 70.7%
1996 – 1998	High School (CBSE Grade X – XII) Mother's International School, New Delhi, India Courses: Physics, Chemistry, Mathematics, Engineering Drawing and English	Agg. 85.8%

WORK EXPERIENCE

Aug '09 – Present	Managing Director, Gram Tarang Employability Training Services Pvt. Ltd. Gram Tarang is the social entrepreneurial outreach of the Centurion Group of Institutes which runs 2 Engineering colleges, 2 MBA colleges, 1 +2 Science College, 1 Public School & 4 Industrial Training Centres across Orissa. Incorporated in 2009, the company will manage and all vocational training & skill building activities currently being done by CGI with a special focus on employability training of school dropouts and rural youth among marginalized communities.
May '08 – Aug'09	Project Manager, WW TSDO Business Planning, HP Technology Services, Bengaluru, India TSDO is the services delivery arm of HP Technology Services comprising of ~ 45,000 personnel (call centre agents, field engineers, technical consultants etc) offering maintenance support solutions & consultancy to HP customers across the world. <u>Role:</u> Responsible for the worldwide roll out of a SAP based Activity Based Costing solution enabling effective Unit cost management of the solutions and support business for TS and implementing profitability review process for the Projects business for TS. – Implemented a global maintenance process for the ABC solution to ensure that the WW business is adhering to a consistent organization framework and there is a review compliance process in place to drive corrective action plans – Designed and rolled out a training plan for the team ensuring that all 30 members get hands on exposure to project management and develop professional skills.
April '06 – April'08	Senior Analyst, Asset Management, GE TIP - Equipment Services Europe, Amsterdam, Netherlands GE TIP operates a fleet of over 75,000 assets (comprising semi-trailers, swap-bodies & trucks) offering leasing & fleet maintenance solutions to customers in over 20 countries across Europe. Asset Management (AM) is responsible for managing the profitability of investments in equipment across their life cycle through effective management of acquisition, re-deployment and disposal of assets. <u>Role:</u> Responsible for setting up & managing key Asset Management processes as well as design, automation & implementation of financial & strategic analytic models to drive business improvement through effective asset valuation & portfolio management. – Roll-Off Process: Designed & implemented a pan-European framework for effective redeployment & disposal of assets reaching the end of life and coached regional teams to drive timely, coordinated, decentralized decision making. This process is a critical lever to help optimize utilization of assets through seasonal demand fluctuations and has resulted in an annual depreciation saving of € 2 MM over 2006-08. – Residual Value (RV) Revaluation: Developed a valuation model to reset RVs of ~ 42,000 (NBV € 1 BN) assets & ensure each unit is depreciating to a FMV over the <i>Life cycle profitability</i> (LCP) holding period. Critical in minimizing RV risk, this tool was used to assess fair market value gaps of the on-book fleet after incorporating different depreciation schedules, LCP holding periods & future fx rate movement to provide a unit level forecast of depreciation charge by quarter for 20 countries.

April '05 – April '06

Assistant Manager & Team Lead, GE Capital - Analytics Centre of Excellence, Bangalore, India

Responsible for management & service delivery of a team comprising 10 business analysts delivering *Analytics & Business Intelligence* solutions to 2 business units of GE Equipment Services Europe in the functional domain of Asset Management, Financial Planning, Finance Operations, Commercial & Marketing and Operations.

- Managed the hiring, training & appraisal processes of the team and implemented various resource development, retention & motivational methods to reduce attrition rates to 10% from 40% and mentored 3 resources for future leadership roles within the organization.
- Enhanced engagements of the team from operational reporting of key performance indicators to strategic analysis through delivery on key projects like Short-term rental demand forecasting, Vendor Management Package, Contribution Value predictor and Reliability Analysis and subsequently grew the team size from 6 members to 10.
- As key member of the Business Development team for the Equipment Services vertical, led various initiatives leading to formal engagements with other GE businesses yielding significant additional annual revenue for the company.

May '03 – April '05

Business Analyst, GE Capital - Analytics Centre of Excellence, Bangalore, India

Transitioned and managed an *Analytics & Business Intelligence reporting* process in the function of *Financial Planning & Analysis* from Equipment Services Europe - Commercial Vehicles, UK & Ireland.

- Designed, automated & rolled out interactive management dashboards analyzing & tracking Key Performance Indicators like Utilisation, Price Index, Depreciation & Interest Margins and Contribution Value, giving the business the ability to drill down to a granular level.
- Customer segmentation: Developed *Analysis of Variance* (ANOVA) models to segment the customer base using Price as the response variable. This study was used by the Senior Management to identify profitable Industry segments for growth.
- CV Predictor: Designed & implemented a business simulation tool merging actual historical financial & operational data giving detailed visibility of profitability with the ability to measure the financial impact of key operational levers on Contribution value through *Sensitivity Analysis*.
- Sales person Incentive scheme: Implemented a Contribution Value based incentive scheme for the UK & Ireland salesforce. This tool helped align the sales incentives with business strategy and was used to set targets, measure performance & calculate bonus payouts of the regional and national sales teams.

OTHER PROJECTS

- Internship Project (GE Capital - Analytics Centre of Excellence; Apr '02- Jun '02): Under the mentorship of a *Master Black Belt*, completed the *Measure* phase of a Six-Sigma Quality project to help identify appropriate metrics to standardize, quantify and track the *Critical to Quality (CTQ)* characteristics of all processes across the Analytics organization. This study was used to develop *MFR Digital Cockpit*, a management dashboard used to monitor process health & performance of the Analytics organization.
- Designed a MS Excel based simulation game, *Ulysses – Hidden Market Open Strategies* that was developed as an online All India Inter Business School competition. This is currently a sponsored annual event in the calendar of XIM business school bringing over 500 participants from top business schools across India and is also being used in the Management Training program of the *Aditya Birla* group.

RECOGNITION

- Received the 2004 Platinum award from CEO, ESE UK Commercial Vehicles. Award Citation: *“You have demonstrated outstanding commitment in supporting the business by developing better analytics into Revenue, Utilization & Customer Trends. You continually exceed our expectations.”*
- As a member of the ESE UK FP&A Team, received the 2003 CEO award for *“Consistently demonstrating outstanding commitment and dedication to the business”*
- Received 4 awards in 2004-05 at GE Capital - Analytics for achieving significant productivity improvements in service delivery through process innovations and application of Six Sigma & Lean.
- Consistently rated as *Exceeds Expectations* (Top 20%) in the 2004 & 2005 appraisal cycles, resulting in role enhancements and being awarded the highest bracket of performance bonus at the Analytics Centre of Excellence; selected for the Foundation of Leadership (FOL) training programme in 2005 and subsequently promoted to the position of Assistant Manager & Team Lead.
- Rated as *“Key Performer”* in the top 20% bracket of the HP TSDO organization in the 2007-08 appraisal cycle and awarded the highest bracket of performance bonus

TECHNICAL SKILLS

- IT Skills: Proficient with the Microsoft Office package (Excel, Access, Word & PowerPoint), Basic SAS, SPSS, Business Objects and Basic VBA programming for Excel
- Finance: Courses completed in Financial Accounting & Ratio Analysis, Corporate Finance, Financial Management & Risk, Security Analysis & Portfolio management, Options Futures & Swaps, International Finance, Application of Neural Networks in Finance
- Quantitative research: Courses completed in Statistics, Application of Econometric methods in business forecasting, Multivariate tools used for Market Research, Supply Chain Management, Productions & Operations management
- Quality: Course completed in Total Quality Management; Completed the *Green Belt Six Sigma* Quality training and *Lean Training*.

OTHER QUALIFICATION AND INTERESTS

- Languages: English, Hindi, Punjabi, German (Grade I)
- Theatre: Actively involved in productions during school & college. Acted in several plays staged in New Delhi, Pondicherry and Auroville. Awarded a certificate of excellence for playing 5 roles in a school production that was aired on *Doordarshan* (National Television).
- Worked as a part time journalist for the internet portal www.rediff.com in 2002-03 which involved covering the annual festivals of IIT Delhi and AIIMS for the website.
- Student editor of *Navchetna*, the annual English journal of The Mother's International School.
- Playing sports like Tennis, Squash, Cricket; Watching Football, Formula 1; Reading (Non-fiction); Music; Indian Philosophy & Yoga