

# ADITYA TEJA BHIMAVARAPU

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## EDUCATION

- CARNEGIE MELLON UNIVERSITY, TEPPER SCHOOL OF BUSINESS Pittsburgh, PA  
*Master of Science in Product Management - MSPM* 12/25  
**GPA: 3.81/4**
- Selected Coursework: Principles of Prod. Mgmt., Design of AI Products, Data Science for Product Managers.
- INDIAN INSTITUTE OF MANAGEMENT Sambalpur, India  
*Master of Business Administration, Strategy & Finance – MBA* 03/23  
**GPA: 3.7/4**
- Selected Coursework: Marketing Research, Brand Management, Consumer Behavior, Data Visualization.
  - Awards: Best Rated Intern at Galderma, National Finalist in Unilever's TechFest Case Competition, Top 200 in Tata Imagination Challenge out of 85k participants, a total of 11 case competition accolades across 2 years
- ECOLE CENTRALE SCHOOL OF ENGINEERING, MAHINDRA UNIVERSITY Hyderabad, India  
*Bachelor of Technology, Mechanical Engineering – (B. Tech)* 09/20  
**GPA: 3.7/4**
- Awards (Robotics): World Top 15 teams in Singapore **Autonomous Underwater Vehicle** Competition

## WORK EXPERIENCE

- ICICI BANK (*Top 15 Bank by Market Cap*) Hyderabad, India  
*Manager – Corporate Banking* 04/23 - 11/24
- Customer Focus:** Managed a portfolio valued at \$650M comprising of 45 multinational corporations, including Fortune 20 companies in automotive, manufacturing, and semiconductor sectors by effectively aligning service to client needs, resulting in annual revenue of \$7M. Increased portfolio by \$185M in FY 2024.
  - Product Management:** Owned end-to-end implementation of tool that parsed client financial documents from 60+ languages, converted other currencies to Indian Rupees and auto filled in proprietary Excel Model. Coordinated across internal divisions and led team. This solution reduced turnaround time by 25%.
  - Problem Solving:** Initiated a multi-country taskforce, creating a sales funnel strategy of partnering with foreign companies before their India entry, by clearly identifying and mapping client touchpoints. Scaled to onboard 15 Fortune 500 companies (Micron, Foxconn) in year 1 growing portfolio by \$190M in FY 2024.
  - Communication & Impactful Presentations:** Delivered 26 C-Suite business presentations, effectively influencing strategic decisions with clear insights on portfolio growth.
- GALDERMA (*#1 Independent Skin Care Company*) Mumbai, India  
*Marketing Intern – Acne Category* 04/22 - 07/22
- Market Research:** Performed a deep-dive analysis of acne market by conducting 900 interviews and 10 focus groups resulting in crucial insights about the purchase drivers and impact of sales channel on willingness to pay.
  - Marketing Strategy:** Helped formulate positioning and communication strategy for 4 acne care products – cleansers, face wash and moisturizer based on consumer preferences based on primary & secondary research.
  - Product Launch:** Launched campaign for face cleanser, wash, and moisturizer by benchmarking product to establish positioning. Resulted market share of 2-3.5% in first year of launch.
  - Business Process Automation:** Ideated and delivered a Python program to verify discount codes for various product combinations by collaborating with supply chain team. Reduced the reconciliation time by 3600%.
- CAPGEMINI Pune, India  
*Senior Analyst* 10/20 - 10/21
- Big Data Development:** Contributed to development of data warehouse to predict credit card default probability by using fine-tuned gradient boosting model implemented on Apache Spark improving the model accuracy by 3%.
  - Business Process Automation:** Developed program in PySpark to streamline and semi-automate code documentation, making it more intuitive for users and saving over 1K man-hours annually per team.
- Programming Experience: SQL, Python, Java, Scala; Tools: Excel, Oracle 8, Apache Hive, Spark, ETL tools like Ab Initio

## PROJECT EXPERIENCE

- Generative AI Based Knowledge Platform** –Developed and Shipped a Platform to preserve org & tacit knowledge during employee transitions (\$50B Market Opportunity). Designed scalable architecture for 200+ users and 1M artefacts. Pilot test conducted with 17 users showed 85%+ knowledge retention (vs ~50% traditional methods). **Patent Pending**
- Flipkart (Walmart Group) Sales Analytics** - Used ETL Tools to cleanse sales data and analyze using Apache Spark. Presented insights on best-selling, best-rated categories, seasonality & other statistical analysis.
- Unilever's Auto-Order Device** – Ideated an affordable IoT based solution for Unilever that auto-orders groceries as they reach a threshold. Lead a team of four for development, Go-to-market strategy & pilot tests. Achieved Top 4 National Finalist in Unilever's TechFest Competition. Created implementation plan with 6000 pilot users with 120% ROI potential.

## ADDITIONAL INFORMATION

- Certifications: CRISIL Financial Statement Analysis, Google Data Analytics, Product Management Essentials, UofM, KPMG Six Sigma Green Belt, Data Engineering Practitioner Certificate by Capgemini.