

# Geet Raval

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## EDUCATION

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### Texas A&M University, Mays Business School

*Master of Business Administration*

GPA: 3.85/4.0

College Station, TX

May 2024

### Vellore Institute of Technology

*Bachelor of Technology: Mechanical Engineering*

GPA: 4.0/4.0

Vellore, India

September 2017

## EXPERIENCE

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### Dell Technologies

Austin, TX

*Graduate Intern, Technology & Software Procurement*

May 2023 – August 2023

- Devised a comprehensive framework to proactively address geopolitical risks posed by the US-China-Taiwan dynamics in the semiconductor supply chain, led to enhanced risk mitigation for \$15B+ procurement organization
- Conducted research on geopolitical dynamics and export compliances surrounding the 'US-China chip war' and condensed learnings into Standard Operating Procedures (SOP) for Dell's business continuity
- Interviewed 10+ stakeholders across functions to identify pain points in geopolitical crisis management; developed automated 'early warning questionnaires' to mobilize Dell's and suppliers' resources proactively
- Designed a risk-scoring methodology to preempt geopolitical risk exposure for supplier sites, improving reporting standards for the organization; integrated said metrics in an interactive PowerBI dashboard for Dell executives

### Ernst & Young LLP

Pune, India

*Consultant, Business Consulting*

July 2021 – May 2022

*Associate Consultant, Business Consulting*

September 2019 – June 2021

*Analyst, Risk Advisory Services*

September 2017 – September 2019

- Overhauled inventory receipts and sub-contracting processes for a major Spanish auto-ancillary by exposing fraud indicators that compromised the legitimacy of inventory worth \$2.5M, led to strengthening of inventory management and restructuring of Sourcing function, resulting in thorough background checks of vendors
- Spearheaded project to counter inventory fraud risks valued at \$16.4M by re-engineering inventory handling process to improve the accuracy of accounting for finished goods inventory in financials by 60%
- Partnered with CEO of a top-3 industrial gear manufacturer to run PMO by developing SOP and reporting timelines, revised distribution channels with set-up of service centers to potentially increase sales by 16%, performed 5-yr profitability study by analyzing trend of margins across products, customer industries and geographies on Tableau, and highlighted product lines and industries to achieve long-term business objectives
- Delivered annual savings worth \$20K by drafting HR policy for overtime compensation, and leaves in Germany and Vietnam for a global CPG client by examining Labor Acts to avoid potential penalties
- Coordinated with 20+ stakeholders to streamline manufacturing process for a large steelmaker, led to additional business worth \$13K and a 5/5 client rating for exceptional service delivery
- Pioneered the use of data analytics by training 40 team members and managers on PowerBI as a revenue source; mentored 3 Analysts on project prioritization and data analytics, leading to improved productivity by 15%

## LEADERSHIP

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### Toastmasters International

Pune, India

*President: Opulent Toastmasters of Pune Camp*

January 2021 – June 2021

- Led club of 27 members to win the President's Distinguished Club status by overseeing 3 PR campaigns, supervising club administration and treasury, and adding 15 new members: an 88% over-achievement
- Trained 200+ Toastmasters across India on the "Art of Effective Speech Evaluation" to ace speech contests

## SKILLS, ACTIVITIES & INTERESTS

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**Languages:** Fluent in Hindi, Gujarati (Native), French and Spanish (Basic, reading and writing only)

**Technical Skills:** MS Excel, MS PowerPoint, MS Power BI, Alteryx, Tableau, SAP/ERP

**Certifications & Training:** Toastmasters: Competent Leader, Competent Communicator, Lean Six Sigma Green Belt

**Awards:** University Gold Medalist; Chancellor's Special Achiever's Award, Toastmasters 1<sup>st</sup> Place District 98

Speech Evaluation Contest, EY Kudos, I Am Exceptional, Spotlight, SAE Aero-Design East 2015: 1<sup>st</sup> in Asia-Pacific