

Dipesh Metha

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EDUCATION

Texas A&M University, Mays Business School (Grade: 4.0/4.0) **College Station, TX/USA**
MBA (Marketing & Operations) May'25
MS (Analytics - STEM) May'25

Vellore Institute of Technology, Vellore (Grade: 3.7/4.0) **Vellore, TN/India**
B. Tech. (Mechanical Engineering) May'18

EXPERIENCE

Dell Technologies **Austin, TX/USA**
Product Marketing Intern May'24 – Aug'24

- Led market analysis with cross-functional teams to develop market intelligence tool, identifying \$119M growth opportunity and informing product strategy
- Analyzed Total Addressable Market on granular level for \$2B portfolio to identify key product features and customer needs, delivering roadmap for future product development
- Implemented go-to-market strategy for dormant channel accounts, increasing NA market share by 167 basis point
- Developed use cases, product demos, and market trends dashboard for sales team, boosting product knowledge by 30% and reducing decision-making time by 25%

LU-VE Group **Pune, MH/India**
Product Manager Jun'20 – Jun'23

- Strategically acquired major key accounts through customer-centric approach, incentive-driven agreements, and on-time deliveries, exceeding individual target by 23%
- Partnered with leadership to redefine KPIs, increasing profit margins by 26% and adding \$600K in revenue
- Effectively resolved crucial customer complaints through interdepartmental collaboration, enhancing brand reputation and winning repeat orders worth of \$45k
- Performed cannibalization analysis to refine demand projection for new product, saving \$69K in inventory
- Elevated client engagement by leading product seminars that translated complex technical concepts into relatable customer stories

Associate Product Manager Sep'19 – Jun'20

- Adapted consumer-centric product offerings to meet market demand during COVID-19, utilizing excess inventory for vaccine storage and driving 80% increase in pharma business
- Conducted market research, integrating feedback from 150+ users into next-gen product development, resulting in high demand and increasing market penetration
- Penetrated spiral freezer market for blast freezing application by planning tailor made coils for low negative temperature, achieving 30% market share within 1st year of supply

Alfa Laval **Hyderabad, TS/India**
Sales Engineer Sep'18 – Sep'19

- Surpassed individual target of \$120k by 6% for Energy division for sale of Plate-Type Heat Exchangers (PHE) by handling distributors in HVAC and heavy-duty industry
- Conducted seminars to educate key customer in process industry to emphasize benefits of PHE over Shell and Tube-Type Heat Exchanger; won orders of over \$5k within span of 3 weeks
- Conceptualized training collateral and workflows by completing 80+ hrs. courses for Alfa Laval equipment

LEADERSHIP & INVOLVEMENT

Mays-Humana Healthcare Case Competition **College Station, TX/USA**
Project manager Feb'24 – Present

- Led cross-functional team to streamline registration for largest nationwide analytics competition, improving efficiency and reducing processing time by 20% for over 800 participants

SKILLS & ACTIVITIES

Technical Skills: Microsoft Office, SQL, Python, Power BI, Tableau, CAS, Product Lifecycle Management

Certifications: Six Sigma Green Belt, Advanced Excel for Professionals, Corporate Finance: ESG

Activities: Teaching Assistant for Finance, Case competitions: Faith and Belief at Work (BYU Marriott) and Arvella ESG Challenge (Yale)

Interests: Cooking, Rock Climbing, Travelling