

Prateek Gayakwad

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EDUCATION

Texas A&M University, Mays Business School	College Station, TX
<i>Master of Business Administration</i>	May'25
<i>Master of Science in Analytics (STEM)</i>	May'25
Maulana Azad National Institute of Technology	India
<i>Bachelor of Technology in Mechanical Engineering</i>	May'15

EXPERIENCE

Crane ChemPharma & Energy	Woodlands, USA
<i>Strategy & Business Development Intern</i>	May'24 – Aug'24

- Conducted in-depth pricing analysis for newly acquired business that informed a strategic price adjustment, increasing profit margin by 3%
- Automated order tagging process by developing AI tool, resulting in monthly savings of 160 man-hours
- Developed pricing and customer insights dashboard for business line managers, reducing lead time by 20%
- Implemented distributor management system with key channel, increasing end-customer visibility by 14%

Bharat Petroleum Corporation Limited (BPCL)	India
<i>Project Manager, Strategic Initiatives</i>	Apr'20 – May'23

- Spearheaded internal consulting team to partner with Deloitte in devising digital transformation roadmap, launching 4 new digital products (CRM – Salesforce, Ufill, Chatbot, BPCL First) in one year
- Managed end-to-end deal processes, enrolling reputed business partners and driving \$0.2M annual revenue increase in allied business sector
- Led 16-person cross-functional team of sales and operations to develop client-specific strategies, utilizing competitive insights and market segmentation research, resulting in 20% annual growth of \$25M
- Designed and implemented go to market strategy for digital product for fueling, achieving a 25% increase in customer retention, and attaining highest-ever Net Promoter Score in urban markets
- Commissioned India's first all-women gas station, leading to design of model framework for replication across 7 states

<i>Assistant Manager, Business Strategy & Operations</i>	Apr'18 – Mar'20
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- Recommended profit-sharing model integral to deal conversion with major banking partner, enhancing stakeholder's profitability by \$14K annually in rural marketplace
- Steered network expansion by conducting competitor assessment, return on investment analysis and market research to acquire new sites, leading to 20% annual increase in market representation
- Leveraged in-depth spend analysis to outsource three strategic operations and to automated two in house processes, reducing operating expenditure by 8%

<i>Business Development Associate</i>	May'15 – Mar'18
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- Introduced dynamic inventory management system with advanced demand forecasting and real-time traffic tracking, achieving 0.5% reduction in losses and saving \$95K annually
- Designed logistical indent vs demand matrix in excel to optimize allocation planning and routing algorithms of fleet during demand surge, boosting fleet utilization by 10%

LEADERSHIP

Petroleum Conservation Research Association	India
<i>Volunteer Coordinator</i>	May'15 – May'23

- Drove sustainability initiatives by delivering strategic consulting to 100+ small scale businesses
- Organized state-level event of 100k+ audience to commemorate inauguration of India's first LNG plant

SKILLS, ACTIVITIES & INTERESTS

Technical Skills: Power BI, Tableau, Python, SAS, SQL, Microsoft Office, SAP, Salesforce

Certifications: Sustainability Certification (University of Illinois), Certification in General Management (IIM-C)

Activities: II Runner up –Nape Energy Finance Case Competition (M & A); Yale-Arvella ESG MBA Challenge

Interests: Cooking (International cuisine with Indian twist), baking, gardening, and road trips