

# dipraj nandi



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## CERTIFICATIONS

Business Strategy & Financial Acumen  
INSEAD, France

Advanced Marketing Strategy  
Solvay BSEM, Belgium

Masters in Business Analysis  
George Washington University, USA

ITIL v3 Foundation  
IT Infrastructure Library - Axelos, UK

MCP Azure Solutions  
Microsoft Corporation

BULATS – C2  
University of Cambridge, UK

## KEY SKILLS

account management

strategy consulting

program management

business development

enterprise architecture

business analysis

## PATENT APPLIED

User-based content filtering (URL)  
Microsoft Corporation

Since Dec '16 Microsoft Corporation, Washington DC Metro Area – Technical Account Manager

Account Management interfacing with product, delivery, support & enterprise customers to drive business continuity, key development projects and compliance with accessibility standards

2011-2016 Microsoft Corporation, Los Angeles & Hyderabad – Enterprise Strategy Consultant

Strategy & Go-to-Market Planning

- Converted brand recall to multi-fold increase in sold units through referral partner strategy for Windows Phone at Microsoft India for consecutive years
- Conducted assessments of mobile banking/mass communications solutions landscape, drafted adoption & go-to-market strategy successfully for multiple banking & media accounts

Market Research & Analytics

- Conducted strategy workshops highlighting market research results & recommendations for maritime transport, public sector departments, oil & gas industries among others leading to account renewal

Business Case Development

- Business cases developed for and adopted by accounts across government, IT services & banking industries for cloud adoption, Windows 8 deployment, identity & access management among others

Program & Project Management

- Successfully program managed onboarding of Charter Schools to student information system being developed for LAUSD for over two years apart from app feature program & project management
- Worked on WW Public Sector Services solution packaging & evangelism program apart from development of GD Three Year plan comprising objectives, goals, programs & execution KPIs

Microsoft Platinum Club Employee

Inducted into Circle of Excellence in 2014 – Microsoft's elitist award for current employees  
Nominated for and successfully certified on Business Strategy & Financial Acumen from INSEAD, France  
Windows Phone Black Belt, Microsoft India since FY11-12 – part of evangelists driving adoption campaigns

2011 Cognizant Business Consulting, Hyderabad – Senior Associate

Worked in three key streams – as a senior associate offering business consulting to K-12 & media clients, as a business development associate and as a business analyst on services projects.

2009-11 Indian Institute of Management, Indore – PGDM, Consulting & General Management

Ranked in top 20% of the batch. Secured CGPA of 2.96/4.33, CAT Percentile of 99.63 (All-India).

Solvay Brussels School of Economics & Management, Belgium – Advanced Marketing Strategy  
Among only two candidates selected to represent IIM Indore on exchange to Solvay

Received letter of appreciation from Dr. APJ Abdul Kalam for work on PURA feasibility  
Founder & Chief of SAC Portal Committee, IIM Indore. Set up alumni & intranet student portals.  
Nominated for O.P. Jindal scholarship for being amongst the top 20 participants at IIM Indore  
Campus Champion at Metamorphosis, Indian School of Business (Hyderabad)  
Organized, participated and won at management fests held at multiple institutes in Asia

Cognizant Business Consulting, Chennai – Summer Intern, Technology Strategy Services

Developed a cloud-testing business offering for Cognizant Technology Solutions  
Received Pre-Placement Offer from CBC in view of work done during internship

2008-09 Microsoft Corporation, Hyderabad – Associate Consultant

Undertook Pre-Sales, IT Consulting and Partner Resource Management. Recognized Key Talent.

2007-08 Tata Consultancy Services, Mumbai – Assistant Systems Engineer (T)

Pre-Sales, Opportunity Management, Business Intelligence Development. Among Top-10 associates.

2003-07 Rajiv Gandhi Technological University, Bhopal – B.E. (Computer Science) with 74.91% marks

National runner-up at PT Quiz Wiz (India's largest inter-collegiate quiz at the time)  
Inter-college champion at a total of thirteen national & university level quizzes in this period  
Organized multiple college festivals across multiple institutes (including home) for two years  
Top honors in all four categories of paper presentation at university's national symposia for consecutive years across multiple institutes  
Designed & developed institute & event portals for other colleges in the university

2003 MGMHSS (CBSE), Bokaro Steel City – HSC (Grade 12) with 85.40% marks

2001 MGMHSS (CBSE), Bokaro Steel City – SSC (Grade 10) with 90.00% marks

National finalist in National Talent Search Examination (NTSE)  
Secured All India Rank 2 – National Cyber Olympiad  
Secured All India Rank 10 – National Science Olympiad  
Certificate of Merit from CBSE for being in top 0.1% candidates in Class-X Science examination  
Secured first position in Science Congress & third position in Mathematics Olympiad



I'M FROM



LANGUAGES  
SPOKEN



COUNTRIES  
TRAVELLED



INTERESTS



ON THE WEB