GURUPRASAD SHETTY
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Professional Summary

Strategy and operations professional with 4 years at EY, owning 25+ end-to-end reviews for 15+ clients. Unlocked ₹25 Cr+ in potential savings and presented insights to 30+ CXOs. Co-founded a D2C brand that made ₹1.9 Lakhs+ in 2 months. Skilled in problem structuring, stakeholder management and process optimization.

Education

MASTERS' UNION — Jul'26-Present
PGP in Technology & Business Management | **Elected as Placement Lead (1/450+)** — **Gurgaon**

SIES COLLEGE OF COMMERCE & EDUCATION — Jun'18-May'21
Bachelor's in Commerce (Accounting & Finance) | **CGPI: 8.8** | **Top 10% of the batch** | Sports Club Core Member — **Mumbai**

P.A. MENON JUNIOR COLLEGE — Jun'16-Mar'18
Maharashtra Board | Class XII | **83.48%** | **Top 5% of the batch** | **Football Team Captain** — **Mumbai**

ST. JOSEPH'S HIGH SCHOOL — Jun'15-Mar'16
Maharashtra Board | Class X | **81.20%** | **Represented School in District-Level Football** — **Mumbai**

Experience

ERNST & YOUNG INDIA LLP — Aug'22-May'26
Consultant (Oct'25-May'26) **| Associate Consultant** (Oct'24-Sep'25) | **Sr. Analyst & Analyst** (Aug'22-Sep'24) — **Mumbai**

Strategy & Business Impact
- Unlocked **₹25 Cr+ in potential savings** by redesigning a major pharma distributor's **order-placement strategy**
- Protected **₹80 Cr of inventory** by streamlining **cold storage inward process** for a leading pharma distributor
- Safeguarded **₹17 Cr of inventory** by tightening the **inventory validation process** for a leading health tech platform

Supply Chain & Operations
- Identified **₹5 Cr+ in issuance gaps** and recommended fixes at a factory of a major India-based life science company
- Fixed **100+ control gaps** by running **root cause analysis**, increasing **process control efficiency by 30%**
- Drove **process improvements** across **10+ business processes** spanning operations, finance, HR & compliance

Working with Leadership
- Presented **key insights to 30+ CXOs** across **5+ industries**, working closely with them on review findings and fixes
- Built expertise in **5+ industries** by leading **function reviews** in life science, chemical, health tech & textile
- Delivered **25+ end-to-end reviews** for **15+ clients** by independently owning each one from planning to closure

Ownership & Delivery
- Resolved bottlenecks to close **5+ reviews in 80% of the assigned time** while managing a **team of 3 analysts**
- Earned **3 back-to-back promotions** from Analyst to Consultant through consistent, high-quality client delivery
- Received **'Above Expectations'** performance ratings in consecutive cycles by leading reviews and guiding juniors

Projects

SLAYPOPCULT — Jul'26-Sep'26
Co-Founder | Dropshipping Challenge — **Gurgaon**
- Drove **revenue growth to ₹1.9 Lakhs+** in 2 months by launching a D2C **e-commerce brand** with a **6-member team**
- Owned **operations and marketing end to end**, from vendor sourcing to order fulfilment and returns

Competition

THE GOVERNANCE CHALLENGE 2026 — Oct'26
Winner (₹5 Lakhs Prize) | PPI Offer from Samagra — **Mumbai**
- Won 1st among **14,000+** participants from top 30 B-schools in a contest by **Samagra & Government of Maharashtra**
- Mapped a path to make **Maharashtra an innovation hub** through **strategic recommendations** on deep tech in new cities
- Pitched to the **Chief Minister of Maharashtra** after validating the idea with top-level government officials

Internships

V. J. TALATI & COMPANY — Aug'21-Apr'22
Cost Trainee — **Mumbai**
- Delivered cost audit reports for **20+** companies across life science, chemical, and infrastructure sectors
- Evaluated **cost controls** for a pharmaceutical machinery manufacturer by running **costing analysis and internal audit**

Leadership

MASTERS' UNION — Jul'26-Present
Placement Lead — **Gurgaon**
- Represented **450+ students** as the elected Placement Lead by leading a **10+ member placement team**
- Grew the batch's **placement pipeline** by approaching companies for roles and enabling **peer-to-peer learning**

Social Impact

THE LIGHTHOUSE PROJECT — Jul'25-Jan'26
Mentor — **Mumbai**
- Built **life skills in grade X students** by running sessions on communication, goal setting and decision making
- Helped students **gain confidence** and express themselves by leading activities that built a **safe space**

Skills

Business Skills: Problem Structuring | Business Diagnosis | Stakeholder Management | Process Optimization
Technical Skills: Advanced Excel | Power Query | PowerPoint | Data Analysis | Dashboarding | KPI Tracking
Languages: English | Hindi | Marathi | Tulu