



CONTACT DETAILS

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KEY SKILLS

- Revenue Growth Strategy
- Financial Modeling & Budgeting
- Cost-Benefit Analysis
- Python, SQL, JIRA, Openshift DevOps
- Power BI, Excel & Powerpoint
- Product Strategy & Vision
- Agile Project Management
- Product Management
- GTM Strategy, Planning & Execution
- Operational Excellence
- Stakeholder Management
- Data-Driven Decision Making

EDUCATION

IIM AHMEDABAD
2022-2024

- MBA, CGPA: 2.63/4.33
- High Scorer in 31 subjects
- Creatives Lead in Stargazers Club
- Marketing Head in Heritage Club
- Exchange Council Lead Facilitator

NSIT (DU), NEW DELHI
2014-2018

- B.E. CGPA: 6.2/10.0, CS Engineer
- 1/11 Football player in 5+ events

AMITY INT'L SCHOOL, NEW DELHI
2013-2014

- Class XII (CBSE) 92.80%
- Represented INDIA in 8th Int'l IZHo Olympiad (Kazakhstan) in Mathematics

AMITY INT'L SCHOOL, NEW DELHI
2011-2012

- Class X (CBSE) CGPA: 9.8/10
- 1/43 teams to secure Silver Medal in Mathematics Competition

PROJECTS

- Authored business-school case study analyzing a small-scale BPO startup | Interviewed CEO & MD, IIMA
- Coded 7 UI layouts, 19 web-pages in HTML & CSS & linked 3 databases incl. SQL server for Inventory Management Systems, NSIT

RACHIT SINGH

Strategy Manager @ Alkem | Aliens Group | TCS | IIM Ahmedabad | NSIT Delhi

Strategy and transformation professional with 5+ years of cross-functional experience across strategy, analytics, software development and process optimization. Proven ability to drive data-backed business decisions, deliver measurable impact at the C-suite level, and lead high-impact initiatives across pharma, technology, and B2B domains. Skilled in aligning stakeholders, scaling internal tools, executing cost and efficiency transformations. Passionate about solving complex business problems with a blend of analytical rigor, product thinking, and executorial ownership.

WORK EXPERIENCE

Alkem

MAY '24 - JUN '26

Corporate Strategy Manager

- Managed in-licensing deal to market **Vonoprazan** driving revenue generation of ₹1+ Cr. month after month, through international partnership with **Takeda, Japan**
- Implemented **demand estimation** and **sales forecasting** by creating 5+ business cases analyzing 20+ parameters in oncology and urology therapy area
- Strengthened firm's legal framework improving legal coverage by **modifying CDAs, NDAs** to add crucial legal clause to existing contracts
- Restructured **PAN India** sales teams for internal divisions to **optimize PCPM**, resulting in more efficient organizational structure & **enhanced productivity**
- Owned end-to-end performance reporting, **delivered** monthly performance dashboards to **CEO & VPs**, enabling data-driven strategic decisions through structured KPIs and insights
- Orchestrated strategic townhall planning to align **leadership** on competitive intelligence, key milestones, and transformation updates
- Delivered accurate periodic updates of India pharma companies including revenues, top brands, Merger and Acquisition deals, Global clinical trials and more

Aliens Group

APR '23 - JUN '23

Marketing Strategy Intern

- Conceptualized & executed an **IPL marketing campaign** for a **600-acre** land parcel valued at ₹300 Cr. within a ₹5 L budget
- Implemented **Financial Due Diligence** to reconcile 100+ customer reports for **SBI** investors meeting | Created **NDA** for joint ventures
- Saved ₹17 L via negotiations with 100+ **AR, VR & animation** firms for Marketing Collateral onboarding 5+ clients including **Quickr & 99acres**

Tata Consultancy Services

DEC '18 - JUN '22

Systems Engineer

- Optimized on **Ticketing & Payment solutions** used across 30+ Global Markets in **Aviation Sector** | 5 time recipient of **Excellence Award**
- 50+ features enabled across 35 **microservices** in 15 Program Increment Cycles (2.5 month each) in developer environment
- Total 700+ urgent and high priority defects resolved in Sonar Reports
- Achieved 33% reduction in down-time and saved ₹10L/year by documenting SOPs | Interviewed 25+ candidate for employment with TCS
- Saved 120 CPU mins. annually by periodic decommissioning of 12 jobs & saved ₹6L in costs | Optimized selection between 4 performance testing tool
- Achieved 95% efficiency increase in booking offer microservice impacting 20L+ customers | Ideated **Business continuity plan**
- Realized 100% code and branch coverage 50+ times in Eclipse IDE using **JUnit & debugger** | Completed 40+ TCS certifications
- 40% reduction in program anomaly by developing 500+ testcases with integrated development operations (**DevOps**)
- SAFe Agile and Scrum Certified Practitioner | Consulted Travelport account for optimization of microservices in **airline vertical**
- Cleared TCS **Digital Capability Assessment '19** (Top 1%) resulting in promotion & 150% pay raise | 100% compliance with SLA

POSITIONS OF RESPONSIBILITY

- Club Coordinator, Orchestrated end-to-end **logistics** for festival **Uttarayan** with a footfall of 250+ | Designed club t-shirts, IIMA
- Engagement Coach, Mentored 7 recruits & conducted 11 KT sessions reducing learning curve by 20% in learning **Java 8, DSA & Testing**, TCS
- Program Liaison PoC, 1/2 SPOC to lead a class of 55 members & supervise 20+ task submissions | Hosted **Int'l Student Exchange**, TCS