

KUNAL VERMA

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EDUCATION

ESCP BUSINESS SCHOOL Master in Management - Programme Grande École GPA: 3.7/4.0 GRE: 338/340 (Top 1%) Specialization(s) - Strategic Consulting for Digital Transformation, Go to Market Strategy	Sep '24 - Dec '26 Berlin, Paris
VIVEKANANDA INSTITUTE OF PROFESSIONAL STUDIES Bachelor of Computer Application GPA: 9.02/10 (Top 15%) Specialisation: Data Analytics, Business Intelligence & Strategic Decision-Making.	Jul '19 - Aug '22 Delhi

PROFESSIONAL EXPERIENCE

DELOITTE USI Strategy Consulting Strategy Analyst - Designed Power BI dashboards consolidating KPIs across retail, energy, and consumer goods, cutting reporting time by 20% - Executed cost-optimization analysis in FMCG and manufacturing, identifying €1.2M in efficiency gains via vendor consolidation - Built Excel-based transformation tracker for digital initiatives, improving milestone visibility and project governance accuracy - Led energy-sector benchmarking on operational KPIs, enhancing forecasting precision and resource allocation by 15%	Dec '22 - Jul '24 Hyderabad
DC.LIVING Design Consultants Founder & Strategy Lead - Founded a digital-first décor and lifestyle brand, achieving 45% web traffic growth and 30% sales uplift within six months - Deployed performance analytics for e-commerce and design sectors, improving ROAS by 1.3x and reducing CAC by 22% - Developed a supplier forecasting model for retail operations, cutting inventory delays by 25% and optimizing vendor alignment	Jan '21 - Sep '24 Delhi
VALUE INNOVATION LAB Technology Strategy & Research Intern - Delivered competitive benchmarking and market entry strategy for FMCG client in a high-growth category - Developed data-driven KPI dashboard, simplifying client performance evaluation and internal decision-making cycles	Nov '21 - May '22 Delhi

CONSULTING PROJECTS

KPMG Consultant (Project Basis) Designed market-entry vs. greenfield expansion strategy for a global pharma client, including financial modeling & benchmarking
EY Consultant (Project Basis) Contributed to ABinBev's enterprise-wide transformation with innovative, tech-driven sustainability solutions
BAIN & COMPANY Consultant (Project Basis) Partnered with senior consultants in Milan on retail industry digital transformation and operational strategy

LEADERSHIP & EXTRACURRICULAR EXPERIENCES

Student Ambassador (Ongoing) Program's main representative, driving outreach, engagement, and institutional visibility across consulting and corporate networks.
Deloitte GenAI Hackathon Ranked Top 3 for developing an AI-driven analytics dashboard in Power BI enhancing data visibility.
HEC Paris Business Game Placed Top 3 for building a multi-segment profitability plan through quantitative modelling.
National Toy Hackathon Built a go-to-market roadmap aligning budget, risk and milestone analysis for execution efficiency.

SKILLS & CERTIFICATIONS

Technical Skills: Power BI Excel (Advanced) SQL Tableau PowerPoint Data Visualization Business Reporting Adobe Creative Suite Tally ERP Generative AI Tools (ChatGPT, Gemini) No-Code Automation (Zapier, Notion AI) AI Agents & Chatbots
Certifications: Advanced Excel for Business Power BI & Data Analytics Tally ERP 9 Adobe Creative Tools (Photoshop, Illustrator) Generative AI Applications AXA Sustainability & ESG Fundamentals
Languages: English (Fluent) French (A2 – Basic Working) Hindi (Native)
Interests: Traveling Fitness & Running Reading Business Biographies Football Exploring New Cultures Photography