# Arvind Ramakrishnan

*Consulting Executive and Professor focused on leading and transforming companies from strategy to execution*

##### EDUCATION

**University of Southern California, Rossier School of Education** 2018

###### *Doctor of Education, Organizational Change and Leadership* Los Angeles, CA

* Focus Area: Transformational Leadership

**University of Southern California, Marshall School of Business** 2010

###### *Master of Business Administration, Strategy and Entrepreneurship* Los Angeles, CA

* Beta Gama Sigma Honors, Section Class President

**University of Michigan, College of Literature, Science, and the Arts** 2004

###### *Bachelor of Arts, Economics and Asian Studies* Ann Arbor, MI

* Regents Merit Scholar, Co-Founder of Multi-Cultural Council

## TEACHING EXPERIENCE

## University of Southern California, Marshall School of Business Jan 2016 - Present

## Adjunct Professor – Global Strategy and Strategic Management Los Angeles, CA

* Instructed 10+ full semester courses across Global Strategy and Strategic Management for EMBA and BBA.

## PROFESSIONAL EXPERIENCE

## EY Sept 2010 - Present

*EY-Parthenon, Strategy and Transformation* Los Angeles, CA

*Partner/Principal – TMT Sector* Sept 2020 – Present

* Field of Play leader for Global Top 50 account focused on executive relationships and business growth.
* Market study and growth trends analysis across suite of products including Cloud, CRM, and Productivity.
* Studio assessment on outlook post pandemic given shifting customer preferences and the economy.

*Senior Director – Tech, Media & Entertainment, and Telecom* July 2017 – Aug 2020

* Scenario Planning and Analysis leader for Americas Consulting practice as part of pandemic task force.
* Market assessment and growth opportunity identification to capture share in new business segments.
* Strategic roadmap development and transformation. Key outcomes include future vision, talent assessment, organizational redesign, and business improvement initiatives. Led and managed team of 25+.
* Leadership Roles: LA Office CF, Next Gen Partner Program, Practice Deputy, USC MBA Recruiting.

*Chief of Staff – Americas Advisory Vice Chair (EY Board of Directors)* July 2016 – June 2017

* Leadership role working directly for the Vice Chair and Executive Committee on strategic initiatives spanning: talent, training, financials, operations, markets, acquisitions, branding and communications.
* Practice overview: $4B+ revenue, 15K employees, 3 competencies, 12 sectors, and 10 geographies.
* Selection process: leadership nomination and extensive interviews across pool of approx. 2,000 SMs.
* Nominated as a finalist for Consulting Magazine’s Top 35 under 35 Strategy Consultants.

*Senior Manager – Technology Sector* July 2014 – June 2016

* Supply Chain transformation for global hardware division focused on organizational alignment, change management, and transition execution across varying op models. Led team of 10+ practitioners.
* Merger Integration for large scale device acquisition. Worked across finance and operations functions both onshore vs offshore, and cultural integration of teams. Led team of 7+ practitioners.

*Manager – Media & Entertainment Sector* July 2011 – June 2014

* Enterprise wide strategic recommendations for C-Suite leading to $500M in additional profit opportunities for company across Studio, Networks, Interactive, and Theme Parks BUs.
* Global initiative leading to the transition of Finance activities of Studio and Television BUs to a newly created SSC in Manila, Philippines. Led country specific analysis and overall program design.

*Senior Consultant - Generalist* Sept 2010 – June 2011

* Analyzed operations of undervalued medical device manufacturer and provided both growth and value creation recommendations resulting in over $200M of bottom line improvement.
* Managed $40M RFP process and vendor selection for sourcing project for a Japanese automotive manufacturing company. Developed pricing and negotiation strategy and conducted deal discussions.

# Arvind Ramakrishnan

## The Walt Disney Company June 2009 – Dec 2009

*Studios, Strategic and Operational Initiatives* Los Angeles, CA

## Partnered with various functional departments across the Studio group to improve business operations

* Recommended new marketing asset workflow to streamline process and drive cost savings of $100M.
* Built financial models to steer optimal mix of digital scanning potential savings $50-75K in logistics.

## CBS Interactive Jan 2009 – May 2009

*Mobile Division, Ad Operations Strategy and Monetization* Los Angeles, CA

## Analyzed mobile advertising operations to help develop strategy across 17 properties grossing over $100K monthly

* Increased ad fill rate from 35% to 50%, via optimizing the allocation of impressions available.
* Improve CPM rates with Ad Sales team from $10 to $15, and monthly traffic above 20M impressions.

**NBC Universal** Aug 2008 - Dec 2008

## Home Entertainment, Strategic Planning Los Angeles, CA

Identified new market opportunities for HE group to leverage current movie IP for expand in the video game market

* Recommended specific niche markets within action genre to build out future projects in 2010.
* Analyzed market landscape for electronic sell-through, VOD, and rental units for new release movies.

## Arya Online 2008 - 2010

*Social Media, President and Co-Founder* Los Angeles, CA

Created innovative membership based online social networking community targeted at niche social groups

* Created launch strategy and identified monetizing opportunities, site cash flow positive three months post launch with initial pilot class of 100 members across the country scaling up to over 1,000 members.
* Built core team of five members to focus on development, financials, technology, and site design.

Eaton Corporation2007 - 2008

###### *Aerospace, Corporate Planning and Merger Integration – Sr. Analyst* Irvine, CA & Tijuana, MX

* Led business integration efforts to ramp up of Mexico facility with four product lines and 100 people.
* Managed three-year strategic planning process, quarterly forecasts, and monthly analysis for $2B P&L.

Leadership Development Program2004 – 2007

*Hydraulics, Strategy – Team Lead* Minneapolis, MN

* Managed $20M of business offshore restructuring plan to China and Mexico with annual savings of $25M.
* Developed analysis leading to the consolidation of various manufacturing plants to support overall strategy.

*Automotive, Corporate Finance – Analyst* Cleveland, OH

* Partnered with business development team to assess 10 potential acquisitions and business divestitures.
* Worked closely with division CFO to analyze product mix optimization to increase margin by 5%.

*Aerospace, Manufacturing Operations - Analyst* Los Angeles, CA

* Led six sigma production efficiency studies to reduce scrap rates by 2-3% and increase product throughput.
* Supported make verse buy decision analysis on various actuation systems related products.

**Sundaram Finance** Summer 2003

###### *Equity Research, Industrial Sector* Chennai, India

Conducted research for a boutique firm to assess potential investment targets listed on the Bombay Stock Exchange

* Developed investment ideas to support overall fund strategies across the industrial sector.
* Fund results over the three-month period was accretive to the portfolio at above 20% growth.

**United States Agency for International Development (Security Clearance - Secret)** Summer 2002

###### *Health & Population, Planning* Cairo, Egypt

Analyzed health care programs throughout Egypt’s public and private sectors

* Conducted analysis on primary and secondary health care benefits to develop program recommendations.
* Presented program findings directly to the Egyptian Minister of Health.

##### ADDITIONAL INFORMATION

* Professional Training: Six Sigma Greenbelt, Project Management Professional (PMP), and Negotiations
* Languages: English (fluent), Tamil (fluent), Spanish (conversational), and Hindi (basic)
* Additional Education: University of Cambridge, Madingley Hall, United Kingdom: Philosophy coursework
* Extras: Travel (75+ countries), Sports (Super Bowl/World Cup), Outdoors (Hiking/Races), Movies (80s)