

AMAN JAIN

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PROFESSIONAL

SquareTrade (*acquired by Allstate insurance in January 2017 for \$1.4B*)

USA

Senior Manager, Strategy and Business Development

2017-2017

- Co-developed a growth strategy with CEO and led a team to execute for a \$40M TV warranties business in US and Europe
- Conceptualized and launched a new service to reduce customer escalations and operations cost by 5% annually
- Grew 3 strategic partnerships to reduce customer acquisition cost and potentially increase revenue by 8% by FY2018

OPPORTUNITY NETWORK (*90+ employees/\$210M valuation technology company*)

USA, Spain

MBA Intern- Strategic Partnerships

Summer 2016

- Framed business proposal to influence C-suite of a top US bank; Led presentations and negotiations to secure \$1.5M deal
- Analyzed \$200M+ market to design a global expansion plan, aiding CEOs hiring and investment decisions worth \$2.5M

MPOWER FINANCING (*14 employees/\$30M valuation VC-backed financial technology startup*)

USA, India

Director- Sales, Marketing and Business Development

2015-2015

- Defined and implemented a go-to-market strategy to grow an early stage company from 0 to \$25M in revenue
- Launched business development efforts and managed international P&L while reporting to a US-based CEO; directly resulting in 40% of 2015 sales and supporting series-A investment. Key actions:
 - Identified, developed and fully managed strategic partnerships with internet, education and financial industry players; won analytics intensive negotiations and long term contracts worth \$75M sales
 - Led from ideation to execution of digital marketing and tech-integration projects, increased conversion rate by 52%
 - Steered high performing global team to manage full sales cycle while working across legal, tech, finance and operations

CAPITAL ONE FINANCIAL (*45K employees/\$40B technology-based financial services company*)

USA (NY, DC, VA)

Rotated 3 roles in a new function, product/business unit and geography each time

2010-2015

Manager- Strategy and Business Development (2014-15)

- Formulated business case and go-to-market strategy for \$100M segment; Co-presented to VP+ receiving \$25M for execution
- Designed and implemented strategic-partnership to create a new sales channel, yielding \$48M loans in 4 months

Sr. Analyst- Sales Strategy and Operations (2012-14)

- Generated customer insights and designed a predictive tool to drive targeted sales, increasing cross-sell revenue by 15%
- Engineered and communicated KPIs for 7000 sales associates; both associate satisfaction and sales targets exceeded by 25%

Analyst- Marketing and Customer Acquisition (2010-12)

- Analyzed spending patterns and credit risk to optimize customer targeting; acquisition cost reduced by \$1.1M/3%
- Established enterprise-wide training and onboarding program upon director approval; impacting 6-8 new hires every year

ENTREPRENEURSHIP AND SOCIAL IMPACT

Co-Founder, The Globalizers (*leading foreign education and test preparation company in India*)

India, USA

Grew revenue to \$80K in 2 years while in school full-time; sold equity to partner post-graduation

2007-2009

Social Impact Projects (*50+ weeks part-time*)

India, Argentina, Colombia

Identified and worked on education and economic empowerment issues

2005-present

- Designed sustainable models for 2 businesses run by low-income segment families; improving income source and livelihood
- Helped coffee and wine producers from South America scale business and find global buyers, increasing profits by 30%+

EDUCATION

INSEAD

Master of Business Administration

France, Singapore

Class of 2016

UNIVERSITY OF FLORIDA

Master of Science, Industrial Engineering

USA

December 2009

RAJIV GANDHI TECHNICAL UNIVERSITY

Bachelor of Engineering, Mechanical Engineering

India

June 2008

ADDITIONAL INFORMATION

Interests:

- Fusion chef: skilled at combining different cuisines and creating farm-to-table experience
- Latin dancing: Gratis instructor, founded INSEAD-salsa club, won competitions