



# Aditya Dwivedy

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## Summary

Consulting and product professional with experience in cybersecurity, digital transformation, and business development. Adept at leading multi-disciplinary teams and deploying strategic thought to bridge the gap between technical execution and business objectives.

## Professional Experience

### Senior Consultant | Ernst & Young LLP | Hyderabad

- Drove the analysis, reporting, recommendations and roadmap for a greenfield Identity and Access Management (IAM) engagement for a North American Healthcare sector client –
  - Delivered the strategy, governance framework and solution roadmap
  - Resulted in follow-on work of USD 500k and the creation of a potentially long-term pipeline with the client
- Led the development team on the RBAC (Role Based Access Control) and Access Certification Workstream on a greenfield Identity and Access Management solution for an \$8.5B+ Americas client –
  - Worked with client stakeholders to define and automate access control processes for their financial business unit, achieving over 80% reduction in manual effort and consequent human error
  - Directly assisted the Engagement Manager and Partner in procuring follow-on work worth over USD 500k
  - Handled scrum duties along with the second workstream lead
- Led the creation and submission of cross-competency cybersecurity and digital transformation business proposals to clients in North America, MENA and Australia-NZ regions, enabling more than \$27mn. in potential revenue to the firm

### Security Consultant | Ernst & Young LLP | Hyderabad

- Product Manager for an automated, firm-proprietary application onboarding accelerator that delivered budgetary savings of over USD 150k in each case through reduction of manual effort –
  - Led the requirement analysis and feature development of the accelerator
  - Worked with cross-functional business and technical teams to rollout the utility to 6 clients
- Contributed to the creation and submission of cross-competency cybersecurity and digital transformation business proposals to public sector clients in North America, MENA and Australia-NZ regions, enabling more than \$18mn. in potential revenue to the firm

### Senior Business Analyst, Founder's Office | Ikonos Technologies | Hyderabad

- Working as the designated Product Manager, eliminated blockers affecting development efforts in the vital modules of the organization's keystone ERP in development; developed vital artifacts such as the final BRD/FRD, UX maps and designs
- Finalized the requirements for the full solution by working with the relevant stakeholders in development, design and governance teams, establishing organization-wide standards and templates for artifacts
- Worked with the COO to upgrade the SDLC processes by establishing agile methodology and standardization of requirement and design artifacts, also helped drive adoption of the new frameworks in place
- Helped the founders secure additional investment to accelerate development, and assisted the founders in pursuing new business opportunities by developing business case, market research and business pitch

### Deputy Manager, Project & Business Development | VIBS Corporate Services | Mumbai

- Helped manage and execute 120km of OFC Network establishment within 6 months, from permission to commission, within the MCGM (Municipal Corporation of Greater Mumbai) area
- Developed a cost-efficiency roadmap for a USD25B infrastructure sector client, delivering 70% savings through resource procurement optimization and deployment
- Helped setup process controls, project management artifacts and processes, and bring agility to procurement and delivery structures

## Education

Bachelor of Technology – *Manipal Institute of Technology* | Manipal

## Accomplishments

- Promoted for exemplary performance - Promoted within the first year with the highest possible LEAD rating

## Certifications

Digital Product Management: Modern Fundamentals, UVA – Darden School of Business

## Extra-Curriculars

Cell Head (Outreach), Speaker Series – IIM Ahmedabad