



# Ishita Rastogi

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## Summary

Technology and consulting professional with 7.3 years of experience across software engineering, solution design, and strategic sales, with expertise in customer-centric problem solving, stakeholder management, cross-functional collaboration, solution design, and product storytelling.

## Professional Experience

### Senior Associate | GEP Worldwide | Mumbai

- Supported 120+ global engagements over 3 years (USA, Europe, Asia) by designing tailored SaaS-based Source-to-Pay and Procure-to-Pay solutions, enabling enterprise digital transformation initiatives
- Contributed to \$100M ARR over 3 years, influencing ~32% of the total deal wins through strategic proposals, consultative selling, and high-impact demos
- Influenced the product roadmap by partnering with Product and Engineering teams and bringing client insights and market intelligence to shape platform enhancements
- Built a reusable demo repository adopted by 80% of global teams, reducing turnaround time from 1.5 to 0.5 days (~67%) and improving efficiency
- Developed an AI agent for RFP/RFI automation, reducing turnaround time by ~40% (5 → 3 days)
- Delivered high-impact demos, PoCs, and sandbox environments across global time zones, emphasizing value-based storytelling and business outcome messaging to support client transformation initiatives
- Mentored 12 senior and junior teammates, redesigned onboarding, and reduced ramp-up time by ~35%

### Senior Management Trainee - Presales | HCL Technologies | Noida

- Supported solution architects on RFI/RFP pursuits for European clients, participated in client interactions, solution presentations, Q&A sessions, and proposal evaluations
- Assisted in developing end-to-end solution documentation (HLD, scope, risks, assumptions, dependencies, RACI, BOM, and costing) and in preparing RFP responses including sizing and pricing
- Facilitated requirement-gathering workshops and analysed vendor BOMs (Dell, HP) to right-size server and storage configurations, delivering ~5% cost savings for Nordic clients

### Software Engineer | Zensar Technologies | Pune

- Built the UI (mobile & desktop) for key apps including Service Edge (reduced ticket delays by ~20%), Agile Maturity Assessment Tool (enabled 100+ consultants to capture feedback and auto-generate reports), ZenTS (used by 1,500+ employees, improved HR efficiency), and ZenOE (improved staffing visibility for 200+ managers)
- Delivered 11 internal projects and built an in-house loader/progress bar to replace a licensed plugin, saving ~\$2.1K annually
- Recognized by project leads for front-end expertise, proactive delivery, and reusable UI components that improved usability and consistency across business functions

## Education

MBA (PGDM) – *Fore School of Management, New Delhi* | India

BTECH (Computer Engineering) – *Bharati Vidyapeeth Deemed University College of Engineering, Pune* | India

## Accomplishments and Awards

- Received Catalyst Award (2025) at GEP for breaking down silos and going beyond core responsibilities
- Won 3 Change Agent Awards (2023, 2024, 2025) at GEP for collaboration, adaptability, and team bonding
- Awarded Spot Award (2023) at GEP for extra effort and exceeding day-to-day job expectations
- Recognized as “Most Hardworking Soul” at Ernst & Young LLP (2020) for consistent effort during internship

## License & Certifications

Microsoft Azure Fundamentals (AZ-900), Microsoft

## Co/Extra-curricular

- 1st Prize, Intellego Research Competition (2020) – TISS Mumbai; analysed “The Influence of Music on Health”
- 1st Prize, Technoslides Innovation Challenge (2020) – FSM, New Delhi; proposed a COVID-19 ride-hailing solution
- Newton School | Sales & Marketing Intern (Mar-2021 to Jun-2021) - Boosted enrolments through creative outreach
- Ernst & Young LLP | Sales, Marketing & Strategy Intern (April-2020 to Jun-2020) - Enhanced sales with data insights
- Social Impact Volunteering: CovidIndia.org (April-2020 to Jun-2020) - Improved access to pandemic information
- Opine Magazine: Editor-BVDUCOE (April-2012 to May-2013) - Computer Engineering Department magazine