



Ishita Rastogi

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Summary

Technology and consulting professional with 7.3 years of experience across software engineering, SaaS, and strategic sales, with domain expertise in Source-to-Pay (S2P), procurement technology, and digital transformation. Skilled in critical thinking, customer-centric problem-solving, stakeholder management, cross-functional collaboration, and product storytelling.

Professional Experience

Senior Associate | GEP Worldwide | Mumbai

September 2022 – March 2026

- Supported 100+ global engagements over 3 years (USA, Europe, Asia) by designing tailored SaaS-based Source-to-Pay and Procure-to-Pay solutions, enabling enterprise wide digital transformation initiatives.
- Contributed to \$10M ARR over 3 years, influencing ~32% of the total deal wins through strategic proposals, consultative selling, and high-impact demos.
- Influenced approximately 30% of product roadmap enhancement priorities through client insights, market intelligence, and cross-functional collaboration with Product and Engineering teams.
- Ideated workflows on GEP SMART, GEP's cloud-based procurement platform, to automate manual sourcing and spend analytics processes, delivering ~25% procurement savings and ~30% improved spend visibility.
- Designed AI-enabled GEP SMART Contract Management solutions, using intelligent clause recommendations to reduce contract drafting time by 20% and automated workflows to improve user productivity by 35%.
- Built a centralized library of reusable GEP SMART product demos across key modules, adopted by 80% of global teams, reducing turnaround time from 1.5 to 0.5 days (~67%).
- Developed a Microsoft Co-pilot-based AI agent for RFP/RFI automation, reducing turnaround time by ~40% (from 5 to 3 days).
- Mentored 12 senior and junior teammates, redesigned onboarding, and reduced ramp-up time by ~35%.

Senior Management Trainee - Presales | HCL Technologies | Noida

May 2021 – September 2022

- Supported solution architects on European RFI/RFP pursuits, assessing existing infrastructure to determine whether to retain on-premise infrastructure, migrate to cloud, or adopt a hybrid model, while contributing to client presentations 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

September 2014 – March 2017

- Utilized HTML, CSS, JavaScript, and jQuery to build responsive front-end interfaces and reusable UI components, improving usability and consistency across applications.
- Developed the UI (mobile & desktop) for key applications 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 effective problem-solving across projects.

Education

PGDM (Marketing and International Business) – *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