



Jagot Singh

E-Mail: x26jagjots@iima.ac.in Mobile: +91 7379975070 LinkedIn: www.linkedin.com/in/jagot-singh-a97979166

विकासनियोगादिकासः

Summary

Strategy and management professional with 5.5+ years of consulting experience at ZS Associates, driving high-impact Go-To-Market strategies, field force optimization, market segmentation and omnichannel dynamic targeting for the world's largest pharmaceutical enterprise (Fortune 50). Proven expertise in leading cross-functional, global teams to optimize multi-million-dollar client engagements and deploy ML-powered architectures that drove ~\$870M in incremental US Sales. Results driven mindset with strong analytical thinking and ability to translate complex data analytics into boardroom-ready insights.

Professional Experience

Consultant – Business Technology | ZS Associates | Pune

Jan'26 to April'26

- Led two cross-functional teams of 14+ across India-US/CAN geographies, spearheading customer engagement operations and omnichannel GTM strategies for a Fortune 50 pharma client spanning **30+ drug brands** and **~7,000 field representatives**
- Managed senior client relationships with 15+ Director/AD stakeholders across 7 Therapeutic Areas (Oncology, Cardiovascular, Immunology, and others), retaining and expanding a **~\$3.5M annual engagement** through consistent delivery excellence
- Designed and operationalized call planning strategies, for targeting doctors and hospital accounts for sales promotion of various blockbuster drug brands
- Owned end-to-end strategy and delivery of a pharma-wide ML-based field suggestion platform for the client's **flagship Oncology franchise**, translating complex targeting algorithms into actionable rep-level recommendations at scale
- Drove **~\$870M** in incremental annual revenue (**~1% of US sales**) through deployment of ML based targeting and first purchase trigger signals to identify new high potential prescribers for Multiple Myeloma portfolio, client's **biggest** therapy area by revenue

Associate Consultant – Business Technology | ZS Associates | Pune

July'23 to Dec'25

- Spearheaded commercial analytics for numerous drug launches and multiple field force restructurings across TAs, ensuring targeting, alignment, and call planning infrastructure was production-ready at market entry
- Led proposal development (RFPs) and scoping for new client engagements, including financial feasibility analysis, data requirement mapping, and preparing executive presentation materials along with Statements of Work (SOWs), directly supporting **\$2M+ in engagement wins**
- Closed a critical field intelligence gap by embedding HCP accessibility feedback within the existing call planning tool replacing scattered district-level offline inputs with a single real-time data stream to eliminate field visits to inaccessible physicians, and reallocating ~13K annual calls to high-potential accessible HCPs, recovering an estimated **\$2-2.5M in field force cost**
- Led a team for DS-based competitive threat prediction model for the **Multiple Myeloma CAR-T portfolio (~\$4 BN US market)**, using HCP prescribing behaviour, patient journey characteristics, and therapy-line progression signals to identify oncologists at risk of routing patients to clients' competitor product. Enabled pre-emptive commercial intervention across **100+ at-risk prescribers**, protecting an estimated **\$50-60M in annual revenue**
- Championed the client-wide shift from static quarterly call plans to dynamic, data-driven targeting, reducing targeting latency and improving HCP coverage accuracy, with field reps receiving **real-time** updated priorities
- Established a closed-loop HCP accessibility feedback system within the field call planning infrastructure on a ZS native platform, enabling real-time rep-level signals to continuously refine targeting accuracy, reduce wasted field effort on inaccessible physicians, and enrich data inputs for **downstream ML models**
- Led the migration of multiple client-facing platforms to ZAIDYN (ZS's new cloud-based AI ecosystem), improving delivery efficiency, and enabling real-time decision support for field leadership
- Built team capability through structured mentorship of **15+ Associates and 4 Associate Consultants**, designing and delivering call planning training curricula while upholding the highest quality standards for regular deliverables.

Associate – Business Technology | ZS Associates | Pune

Oct'20 to June'23

- Built foundational expertise and supported delivery across multiple field force optimization projects for a Fortune 50 pharma client in areas like omnichannel call planning, sizing, dynamic targeting, alignment, roster, segmentation and marketing mix.
- Leveraged data analytics to create insights and diagnostic decks featuring key performance indicators (KPIs), enabling informed decision-making for client leadership to optimize field force deployment.
- Automated data pipelines and quality assurance workflows using SQL, Airflow, and R - reducing quarterly processing time by **150+ hours** and cutting reporting cycle timelines by **~40%**.
- Designed multiple firm-wide initiatives including call planning and commercial analytics, R, SQL, Javelin, Excel, and PowerPoint training sessions for newly onboarded consultants, building institutional knowledge and reducing team ramp-up time for client-facing delivery roles.

Education

Bachelor of Engineering (Chemical Engineering), *MS Ramaiah Institute of Technology (MSRIT) | Bangalore*

Accomplishments and Awards

- **Client Champion' Award [2025]:** Recognized by leadership for delivering exceptional impact on a high-stakes client engagement (n=2/450+)
- **Onshore Client Enablement [2025]:** Chosen to lead onshore sessions by travelling to Princeton, US (1st time for an Associate Consultant in the team), facilitating brainstorming and training sessions for onboarding a 15+ member client team to a newly transitioned platform.
- **Excellent Performance Ratings [2024-2025]:** Received 'Ahead of Expectations' rating (**Top 5%** of the firm) in last 6 consecutive performance review quarters. Even got fast track promotion recommendations during both the promotions.
- **Collaboration Recognition' Award [2024]:** Recognized by leadership for top quality client deliverables and extra ordinary collaboration with all stakeholders to deliver as a team.
- **Impact Recognition' Award [2023]:** Awarded for delivering exceptional impact on the project, consistently exceeding client expectations with 100% quality performance.
- **Deep Domain Expert' Award [2021]:** Recognized by leadership for outstanding performance across multiple teams within the client space (n=4/150+)
- **Phenomenal Upward Performance Ratings (From Juniors):** Received outstanding ratings and comments from juniors in the team underscoring the impact created on their growth.

License & Certifications

- McKinsey.org Forward Program
- Excel Skills for Business: Advanced - Macquarie University
- Pre-MBA Statistics - IIM Ahmedabad

Co/Extra-curricular

- Entrepreneurship & Venture Capital Club **Cell Head** – Events, IIM Ahmedabad (2026 – Present)
- Elected **Core Team Head** (Logistics & Finance) of Entrepreneurship Development Centre (EDC) in College (Aug 2019 – July 2020)
- Elected **Secondary Core Team Head** (Logistics & Finance) of EDC in College (Aug 2018 – July 2019)
- College Wrestling & Powerlifting Team Member (Won a **Gold Medal** in Inter-College Wrestling Tournament)
- College Branch Kabaddi Team Member (Won a **Gold Medal** in Intra-College Kabaddi Tournament)
- Office Cricket tournament – Won the '**Best bowler**' award for taking highest number of wickets with least economy
- Won **MVP** Award for leading the team to win the 'Tug of War' competition in Yalgaar tournament at IIM Ahmedabad
- Member of ZS Cares team – Worked multiple times for the 'Teach for India Activity' in tandem with 'iTeach schools' to create a strong impact by guiding the students in many brainstorming yet exciting problem-solving activities to ultimately improve upon their Communication, Collaborative, Creativity, and Critical thinking skills.