Kushagra Sagar

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Summary

Strategy, consulting and data-driven operations professional with **10+ years** across Veolia and a central government organization, created about **₹25 Cr in value** through analytics on **35+ data sources**, a **₹15 Cr technology investment** and an AI-enabled process transformation. Built business cases, financial models and feasibility studies for infrastructure and energy investments in India, Kenya, Indonesia, Nepal, Malawi and the UAE. Led a **16-member team** and aligned **12 stakeholders on cross-functional programmes**. Engineer and Lean Six Sigma Black Belt.

Core Competencies: Strategy and Business Planning · Financial Modelling and Business Cases · KPI Dashboards (Power BI, Excel)

Professional Experience

Central Operations Officer | Intelligence Bureau, Ministry of Home Affairs | Srinagar ***(Dec'23-Mar'26)***

- Generated about **₹20 Cr in pre-emptive savings** by applying analytics to **35+ apps** and information sources, turning unstructured data into insights that guided resource and budget allocation
- Designed KPI frameworks and dashboards across **10 districts covering about 16 Mn people**, consolidating fragmented records in Python into one view for monthly, quarterly and annual reviews and board presentations
- Steered a **₹15 Cr technology procurement** to a committee decision by building the business case, preparing the RFI, RFP and RFQ, and drafting SLAs and penalty terms
- Introduced an AI-enabled drafting solution producing about **40 reports a week**, cutting drafting time by **55% for about ₹5 Cr** in estimated annual savings, and coached 4 junior officers on adoption
- Led a 16-member team against quarterly and annual targets and aligned 12 national and international agencies, including a UK government agency, on shared deliverables without direct authority

Central Operations Analyst | Intelligence Bureau, Ministry of Home Affairs | Mumbai & Pimpri ***(Jul'19-Dec'23)***

- Reduced reporting errors by **20% against the state benchmark** in data operations covering **2.5 Mn+ people** during COVID-19, using quality controls and KPI tracking
- Facilitated consultations on a major state-level policy reform and with **Confederation of Indian Industry** (Western Region), converting stakeholder feedback into recommendations, and completed **50+ compliance reviews**

Analyst | Veolia (Formerly Development Environergy Services Ltd-DESL) | New Delhi ***(Jul'14-Sept'18)***

- Built business cases with revenue projections, EBITDA, IRR and ROI for renewable energy investments across **5 counties** of the Nairobi Metropolitan Region, leading a **3-member team**
- Identified about **₹8.5 Cr in annual savings for manufacturing clients** in India and Indonesia through process analysis, load profiling and M&V plans that tracked results
- Prepared feasibility studies and detailed project reports for **3 x 15 MW waste-to-energy plants** and monitored construction milestones and fund utilisation as lender's engineer on the Farakka power plant
- Grew repeat business by about **₹3 Cr** through cross-selling in Indonesia and won a ₹24 lakh EESL contract through a written proposal
- Achieved 20% savings against vendor quotes across 15 client RFQs and RFPs, including the **12 MW** Ghazipur waste-to-energy plant
- Standardised practices for **25 MSME units (SIDBI)** through walk-through assessments, investment-grade reports and implementation support, and prepared standard operating practices to enable sustained performance improvements.

Education

Bachelor **of Engineering (Electrical and Electronics Engineering),** *University Institute of Engineering Technology, Panjab University Chandigarh*

Accomplishments and Awards

- Awarded with Special Director, Intelligence Bureau Commendation certificate for concluding special assignment.
- Awarded with 3 x Joint Director, Intelligence Bureau Commendation certificate for concluding special assignment.
- Fast Track Promotion (Top 5% performer) to next grade in Dec`23 with transfer to Srinagar.
- Secured Grade A for Basic Mountaineering Course after successfully scaling Mt Burum Khangse East (16,500 feet), Sikkim.
- Overall 1st position and holder of PK Mishra Trophy in Basic Foundation Course, Jodhpur (MHA), 2019.

License & Certifications

- Certified Lean Six Sigma Black Belt (CLSSBB), Grant Thornton, Oct 2026 (Certificate No. BL8fYO2s7w).
- Data Analysis and Visualization with Power BI - Microsoft (via Coursera) | Nov 2026.
- Certified Energy Auditor by Bureau of Energy Efficiency (EA-28675).
- Excel Skills for Business: Advanced - Macquarie University, Feb 2026 (Certificate No. VH5HZJB33CX7).

Co/Extra-curricular

- Held the position of President for NGO-Mitra (UIET Social Welfare Organization) from 2012-13.
- Organized Sport Events at National Intelligence Academy, New Delhi from Sep, 2019- Nov, 2019.
- Finished IIT Bombay Half Marathon-2023, Srinagar Half Marathon-2025 and Jammu Half Marathon-2026, under 2 hours.