



Mahima Sagtani

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Summary

Chartered Accountant and auditor-turned business transformation leader with 6+ years of experience across Education, Technology, Real Estate and Media. Proven track record of driving mature, early-stage and growth initiatives, leading cross-functional and multi-level teams in 200+ employee organisations, managing cross-border projects and engaging external stakeholders. Skilled at solving complex business problems, influencing senior leaders and building scalable operating models that translate strategic priorities into measurable on-ground results.

Professional Experience

General Manager | Lord's International Group of Schools | Rajasthan

- Launched Coaching Institute, the district's first professionalized coaching service, curbing student outmigration, retaining quality faculty for senior secondary, and boosting senior class enrolments by 40%.
- Led Student Growth Reporting initiative, enhancing parent trust, staff accountability, and shifting culture from narrow meritocracy to holistic growth. Decreased student attrition by 90%, added over ₹20Mn to annual revenue.
- Built resilient systems amid high staff turnaround via KT, training, and session delivery variance reporting.
- Expanded visibility by leading events & promotions, growing social media followers by 500%.
- Negotiated with Publishers to finalise on books. Interviewed & hired teams from scratch. Conducted 1-1 meeting with parents.
- Introduced MIS reporting. Mitigated operational inefficiency, reduced cash leakage by 100%, improved fee collection.
- Persuaded Management for & Spearheaded the seamless transition to online teaching within 15 days of the COVID lockdown. Trained faculty, managed inventory, and ensured uninterrupted learning for ~1,000 students.
- Extended the online-learning platform beyond academics by organising community yoga and dance sessions and mobilising volunteers to distribute masks and essential supplies during the COVID-19 pandemic.

Executive in Assurance | Ernst & Young Global Limited | Gurugram

- Audited complex financial areas for clients across media, travel-tech, consumer services, textiles and SaaS, including listed industry leader, client in initial year after IPO, client acquired by Carlyle Group in that FY, innovative tech startups- including the fastest growing Vehicle tech- Logistics and fleet management.
- Oversaw 6-member team, audited NSE-listed firms- a film production company (₹98B market cap) and an online travel platform (₹17B market cap).
- Led a 3-member audit team for a tech startup (₹2Bn turnover). Mentored juniors and reviewed work for compliance.
- Demonstrated strong analytical-rigor. Handled key audit accounts, identified and recasted significant audit discrepancy in ₹1.8Bn lease account.
- For a leading global media and content-distribution company audited ₹2.75B+ marketing, distribution-rights, promotional-licensing and commission expenses.
- Audited diverse key audit areas including Opex for a fast-growing 3-year-old parking-technology start-up with ₹150Mn annual turnover, a ₹670Mn Cr AI-enabled global contract-manufacturing and supply-chain platform,

Business Analyst | Ramco Systems Limited | Gurugram

- Reported directly to the Global Department Head. Co-delivered client(including marquee accounts) pitches with sales team.
- Project Leader at 22; redefined China's SaaS, led senior cross-functional-cross-border team of 9 for 300+ API integration project.
- Achieved 0 variance for ₹90Bn & MAD 175Mn McKinsey, ₹26.8Bn Johnson Control International(JCI) client's Go-Lives.
- Drove E2E statutory automation for 8+ countries(like USA, South Korea, China). Consulted scalable HCM automation legal framework, designed test cases, approved software test results, and resolved implementation queries.
- Analytical skills were commended by Ramco's C-suite, client and consultant for resolving escalated South Korea-Schneider Electric's long list of non-compliance despite the absence of local partners and language barrier.
- Engaged with white collar consultants from Deloitte, RSM, etc. and built consensus on divergent scenarios.
- Led E2E consultant onboarding across multiple countries, from initiating leads and drafting contracts to negotiating terms and payments, getting cross-functional and senior counterparts approvals.
- Interviewed candidates to expand the team. Authored 35+ Legal Compliance Implication Articles for 12+ counties.

Countries handled: China, USA, South Korea & other Middle East, North African, & South Asian countries.

Executive Assistant to the MD | Family Run Conglomerate- Education, Real Estate, FMCG, Telecom, Textile | Rajasthan

- Led 3-member team to pitch to customers, sold ₹60Mn shops in first phase of 250 shops Commercial Mall ‘New Tez’.
- Residential housing project evaluation, planned GTM, product positioning, cost and revenue forecasting, Project report for legal and loan financing purpose.
- Supported CTC tea wholesale and retail operations during COVID-19, coordinating supply and fulfilment to meet increased local demand despite transportation, supply-chain and labour constraints.

Education

Chartered Accountant – Institute of Chartered Accountants of India | India (2015 – 2019)

Bachelor of Commerce – Maharaja Ganga Singh University | India (2015 – 2018)

Accomplishments and Awards

- Awarded entry scholarship at IIM-A for outstanding academic performance and demonstrated leadership potential.
- Earned CXOs recognition for consulting Johnson Control International’s long-stalled Enterprise HRP to 0-variance go-live.
- Certificate of Merit, Awarded by Central Board of Secondary Education.

Co/Extra-curricular

- MVP Box Cricket IIMA, Manthan. Participated & won laurels at competitions in Chess, Karate, Dance, Math Quiz, Group discussions, Cricket, Table Tennis, etc.