



Mahima Sagtani

E-Mail: x26mahimas@iima.ac.in Mobile: +91-9309200000 LinkedIn: <https://www.linkedin.com/in/mahima-agarwal/>

Summary

Chartered Accountant transformation leader with 6+ years across education, technology, real estate and media. Drives strategy, execution and cross-functional problem-solving through revenue-generating launches, automation and system redesign. Led cross-functional teams in a 200+ employee organisation and Fortune 500 cross-border projects; managed audits spanning startups to listed company with ₹98Bn market capitalisation, building analytical, governance and stakeholder-management expertise.

Professional Experience

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

- Led the design and implementation of Student Growth Report Framework, strengthening parents' trust, staff accountability, and shifting the culture from narrow meritocracy to holistic growth; reduced student attrition by 90%, added over ₹20Mn to surplus.
- Proactively identified industry trend modification- Launched Coaching Institute, curbing student outmigration, retaining highly qualified senior-secondary faculty, and boosting senior-class enrolment by 40%.
- Built an AI-assisted routing workflow integrating digital maps for ~60 vehicles, replacing peak admission duration average an hour allocation meetings with need-based reviews and reducing key-person dependency.
- Developed and executed an integrated events, promotions, social-media and digital-marketing strategy, expanding institutional visibility and increasing social-media followers by 500%.
- Introduced MIS-led controls across accounting and school administration, identifying inefficiencies, eliminating cash leakage by 100%, improving fee collection and enhancing management visibility.
- Institutionalised knowledge-transfer, faculty-training and session-delivery variance-reporting processes, strengthening operational resilience and continuity amid high staff turnover.
- Secured management buy-in and transitioned ~1,000 students online within 15 days of lockdown; trained faculty, extended the platform to community wellness and mobilised volunteers for COVID relief.
- Conducted one-to-one parent consultations, diagnosed root causes of recurring issues and designed closed-loop reporting, progress-review and knowledge-transfer mechanisms, strengthening parent engagement and staff accountability.
- Designed a two-tier faculty-led book selection process and negotiated with shortlisted publishers, balancing academic quality, stakeholder inputs and commercial viability.

Executive in Assurance | Ernst & Young Global Limited | Gurugram

- Audited complex financial areas for clients across media, travel-tech, consumer services, textiles and SaaS, spanning listed, post-IPO, Carlyle-acquired, innovative tech startups- including the fastest growing Vehicle tech- Logistics and fleet management.
- Oversaw a 6-member team auditing NSE-listed film production and online-travel companies with market capitalisations of ₹98Bn and ₹17Bn, respectively, across complex financial areas.
- Audited ₹2.75Bn+ of marketing, distribution-rights, promotional-licensing and commission expenses for a leading global media and content-distribution company.
- Led a ₹2Bn-turnover technology start-up audit, managing a 3-member team, mentoring juniors and reviewing work for compliance.
- Applied professional skepticism and judgement to challenge management stakeholders, uncovering a significant discrepancy and recasting a leading beauty and wellness brand's ₹1.8Bn lease balance.
- 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.
- Drove E2E HRP SaaS automation for 8+ countries(China, USA, South Korea & other Middle East, North African, & South Asian countries)- consulted scalable HCM automation legal framework, designed test cases, approved software test results, and resolved implementation queries.
- Engaged with CXOs and 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.
- Achieved 0 variance for ₹90Bn & MAD 175Mn McKinsey, ₹26.8Bn Johnson Control International(JCI) client's Go-Lives.
- 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.
- Authored 35+ Legal Compliance Implication Articles for 12+ Countries. Interviewed candidates to expand the team.

Executive Assistant to the MD | 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’.
- Evaluated ₹5,700Mn residential development portfolio comprising 1,200 flats and 40 villas across 27lakh+ sq. ft. Developed GTM strategy, product positioning, financial forecasts, and project reports for regulatory and loan-financing approvals.
- Coordinated wholesale and retail CTC tea operations through COVID-19 despite sourcing, transport and labour disruptions.

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

- Built and led 15 memberXpocket member COVID volunteer team to supply relief and stitch masks.
- MVP in Box Cricket at IIMA, Manthan. Participated & won laurels at competitions in Chess, Karate, Dance, Math Quiz, Group discussions, Cricket, Table Tennis, etc.