



Mukul Amrohi

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Summary

Impact-oriented professional with 5.8 years of experience across manufacturing and consulting, solving unstructured problems and driving strategic implementation. Rich experience of working with senior stakeholders, aiding them in decision-making while also fostering cross-functional collaboration

Professional Experience

Business Operations Manager | VARITE | Gurugram

- Worked closely with the **CEO to implement firmwide strategic initiatives** focused on optimizing revenue streams, reduce operational costs, improving workforce productivity, and automating processes
- Streamlined the client onboarding process, achieving a **50% reduction in turnaround time** by identifying automation opportunities and facilitating communication between internal & external stakeholders

Project Manager - PMO | ZS Associates | Gurugram

- Successfully **revitalized an in-house data management platform**, playing role of an **internal Product Manager**, leading end-to-end execution and transforming it into a critical asset within the life sciences analytics project delivery lifecycle
- **Led a dedicated development team** to increase user adoption of the platform from 45–50% to 100% by implementing iterative UI/UX enhancements, streamlining processes, and eliminating redundancies across multiple projects for the client
- **Led cross-functional collaboration** across Brand & Customer Analytics, Segmentation & Targeting, and Operations for a leading global pharmaceutical company ranked among the world's largest
- **Led a team of 3 BI developers** to build a live service offering dashboard for the client, empowering senior stakeholders at both ZS and the client side to track engagement in real time and enable timely, data-driven interventions

Business Operations Associate | ZS Associates | Gurugram

- **Developed & rolled out incentive compensation systems & frameworks** for large pharmaceutical companies. These plans were designed to motivate sales teams, doubling the financial return on investment and boosting overall sales performance, which directly improved the companies' bottom lines
- **Led initiatives for simplifying and standardizing processes** across different stages of project delivery for global pharmaceutical clients through user manuals, SOPs, and automation effectively speeding up project turnaround and ensuring customer satisfaction

R&D Engineer | DENSO International | Manesar

- Contributed to the **design of next-generation Bharat Stage VI (BS6) ECU prototypes**, focusing on energy efficiency and compatibility with emerging **EV technologies**, aligning with industry trends **towards sustainable mobility**
- **Developed and optimized testing protocols** for engine ECU components, improving product reliability and reducing defect rates by **implementing data-driven quality assurance processes**
- Performed **independent safety audits, product trials, and rigorous testing** for the Engine ECU vertical, ensuring compliance with industry and regulatory standards
- Conducted **in-depth market research and competitive product benchmarking**, identifying strategic opportunities for DENSO's expansion into the Electric Vehicle (EV) segment in India
- **Represented DENSO at prestigious automotive exhibitions**, including ARAI Pune, IIT Delhi, and Auto Expo, showcasing cutting-edge DENSO products such as Battery Management Systems, EV Motors, and Engine ECUs to industry stakeholders, potential clients, and academic partners, resulting in enhanced brand visibility and strengthened industry relationships

Education

B. Tech (Electronics & Communication Engineering) – National Institute of Technology, Silchar | India

Accomplishments

- Awarded the **merit-cum-means scholarship** by the Foundation for Excellence in recognition of academic excellence to fund the engineering education at NIT Silchar.
- Presented research titled “**Encryption and Decryption of Images Using Secure Linear Feedback Shift Registers**” at the 2018 International Conference on Communication and Signal Processing (ICCSP), with the work included in IEEE Xplore proceedings.

Certifications

- **Lean Six Sigma Green Belt** by KPMG

Extra-Curriculars

- **Member of the Profile Committee at IIMA:** Overseeing the creation and management of student profiles to maintain accurate and engaging records for networking and institutional purposes
- **Member of the Media & Marketing Committee at IIMA:** Plan and execute media outreach, promotional campaigns, and communication strategies to enhance brand visibility and engagement within and outside the institute.
- **Senior Executive Member of the Electronics & Communication Society at NIT Silchar:** actively organized academic and career-focused events enhancing student engagement and professional development
- Completed Prabhakar certification (graduation) in **Hindustani Classical Vocal Music** from Prayag Sangeet Samiti, Allahabad
- Completed C Certificate in **National Cadet Corps (NCC)** with 'A' Grade