



Param Veer Singh

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Summary

Strategy and operations leader with 6.7 years in growth and commercial strategy, business transformation, and public administration. Worked as a Consultant, Team lead at Founder's Office, and Manager at the Government of India. Led 20+ member teams, managed \$10M P&L, and designed national-level public sector initiatives

Professional Experience

Team Lead, Founder's Office | Renegade Insurance | Atlanta, Georgia, USA (Remote) Nov 24 – Mar 26

- Optimized unit economics (Revenue per employee) by ~12% by strengthening new business pipeline, eliminating process bottlenecks across sales funnel, and re-structuring team at department-level
- Transformed an underperforming department (20+ members) into a high margin vertical (30% EBITDA positive) by implementing a robust go-to-market architecture and rationalizing operating costs
- Closed 2 of the 4 acquisition targets by collaborating with M&A team and screening acquisition targets, conducting due diligence, and negotiating deal structures
- Contributed 10% annual premium by designing and implementing market entry into 8 new niche commercial insurance sub-segments via establishing exclusive supplier contracts and customer segmentation
- Improved policy renewal rates from 81% to 94% by institutionalizing proactive account review, improving service delivery standards, and analysing key drivers of customer churn

Associate Manager | Capacity Building Commission, Government of India | New Delhi, India Dec 21 – Nov 24

- Designed succession planning framework for 300+ strong CPSE ecosystem by building a leadership development program that included selection criteria, assessment framework and establishing evidence based leadership readiness outcomes
- Identified non-performing government training institutes by developing National Standards of Civil Service Training Institutions (NSCSTI) that diagnosed the organization health of 790+ training institutions
- Institutionalized role-based capacity building in central government by leading Capacity Needs Analysis across 9 Ministries and 40+ departments to diagnose competency gaps at individual and organisational and creating development roadmaps
- Facilitated Memorandum of Understanding (MOUs) with 5 States and Union territories (UTs) that outlined CBC's engagement with to support implementation of capacity-building initiatives

Associate Consultant, Business Consulting | EY GDS | Gurgaon, India Jul 19 – Dec 21

- Managed account growth program across business consulting's top [10/11] accounts, building a 5-KPI account-health framework that surfaced expansion opportunities and drove new revenue and account growth
- Redefined target customer segments and value proposition for financial services client through 20+ design-thinking workshops, feeding a growth strategy that lifted product adoption by ~75% across an 8,000+ user base
- Identified a ~9% (\$800K) administration-cost reduction for an EMEA FMCG client by conducting thorough cost diagnosis and benchmarking it to industry standards to find inefficiencies

Education

B.Tech - United College of Engineering and Research, AKTU | Greater Noida, India

Accomplishments and Awards

- **Renegade Insurance** : Fast tracked to Department Head within 7 months of joining as Associate, skipping 2 levels based on performance and impact
- **Government of India** : Received letter of appreciation from Hon'ble Prime Minister of India for work on National Standards for Civil Service Training Institutions
- **EY** : Conferred with EY Exceptional Client Service Award 2021, for building the GTM pipeline model adopted across the Business Consulting division

Co/Extra-curricular

- **Member, Consult Club, IIM Ahmedabad**
- **Analyst, The World Bank**: Diagnosed quality of and access to digital service delivery in Albania by analysing 70+ governance indicators
- **Chief of Staff, Global Governance Initiative**: Designed and ran the placement engine for a 153-member cohort targeting public policy, product management and consulting roles
- **Content Writer, Pepper Content**: Worked as freelance content writer Pepper Content's inaugural batch of writers ; published 20+ reports and articles