



विद्याविनियोगादिकाः

Satyam Verma

E-Mail: x26satyamv@iima.ac.in | Mobile: +91 8076651959 | LinkedIn: www.linkedin.com/in/satyamverma99

Summary

Consulting professional with over 5.5 years at Bain & Company's Private Equity Practice, working with deal teams and investors across software, media and telecom. Adept at client delivery, commercial strategy and thought leadership, with AI fluency spanning investment theses, diligence and self-built automation tooling.

Professional Experience

Senior Specialist, Private Equity Group | Bain & Company | Gurugram

(Sept 2020 – Mar 2026)

CLIENT DELIVERY

- Supported **200+ commercial due diligences** across Tech-Media-Telecom and PE Fund Strategy in Europe and the Middle East, spanning market sizing, competitive dynamics and **GenAI impact assessment across portfolio companies**
- Mobilized PEG EMEA's institutional knowledge across **350+ live case team requests** by delivering credentials, curated practice insights, and analytics to accelerate deal execution practice wide
- Mapped the European **agritech opportunity for a \$220B AUM PE fund** by sizing a ~\$3B farm-centric software market, landscaping vendors by segment, and identifying potential acquisition targets to **underpin a \$60M investment decision**
- Uncovered **structural contraction in the ~\$45B global Media & Entertainment PE market** by diagnosing a ~30% volume decline, deal size compression, and top 10 fund concentration to sharpen a mid-cap PE fund's investment thesis
- Assessed the **European PE landscape across a \$3.6T AUM market** at a cyclical inflection point by evaluating fundraising headwinds, exit constraints, and return profiles across top buyout funds to surface actionable investment insights for GPs
- Monitored a **~\$14B M&A pipeline** via proprietary news scanning, generating structured deal alerts that directly informed Partner-led business development outreach

IP & THOUGHT LEADERSHIP

- Co-authored '**When Will AI Become Investable?**' for Bain's Technology Report 2026, examining PE/VC investment activity across the AI stack and emerging LBO-compatible theses
- Shaped **forward-looking technology investment theses** as a contributing author of Bain's Technology Outlook Report, deployed as a core selling asset across 80+ global client proposals
- Built Bain's **GenAI Compendium for PEG EMEA** from scratch by consolidating credentials, case one-pagers and selling materials leveraged across ~150 European PE cases
- Authored Bain's **Institutional Investor & LP Strategy POV**, synthesizing ~75 cases into structured vignettes enabling differentiated Partner dialogues across 280+ engagements with Middle East LPs
- Doubled Bain's internal knowledge base by **codifying 100+ case decks** across TMT and Consumer/Retail, accelerating Partner turnaround time by enabling structured reuse of existing frameworks and credentials
- Developed **outside-in company briefs for 3 European Tech players** deployed as plug-in slides across 8 client proposals, delivering rapid views on business model and competitive positioning

COMMERCIAL STRATEGY & PRACTICE BUILDING

- Improved firm's **case win rates by ~10%** across Software and Media by analyzing ~80 outside-in company briefs to surface deal conversion drivers and sharpen the practice's pre-DD pursuit strategy
- Engineered an **AI and Python-powered deal intelligence tracker** housing 1,700+ assets – fully automated, self-updating, and adopted as PEG EMEA's single source of truth across sectors
- Designed **EMEA PEG's SharePoint, a centralized knowledge hub for PE Partners**, achieving 6,500+ unique users (34% firm-wide adoption) and establishing it as the practice's most commercially leveraged selling and client development resource
- Architected a **firm-wide Tableau dashboard consolidating 24,000+ PE cases**, automated credentials tracking, adopted globally to give Partners real-time visibility across regions and sectors
- Identified **coverage gaps across ~20 priority clients** and restructured bandwidth allocation for 14 Senior Partners through penetration analysis and coverage load mapping
- Reframed **PEG's competitive strategy** by leading a post-acquisition performance review – translating findings into growth levers that contributed to 11% revenue CAGR (2021–2025) across the portfolio

Education

MBA (PGPX) – Indian Institute of Management Ahmedabad | Ahmedabad | 2026–2027

B.Com (Honours) – Shaheed Bhagat Singh College, Delhi University | Delhi | 2017–2020

Accomplishments and Awards

- **Promoted 3 times in 4.5 years**, including a fast-track promotion from Associate to Senior Associate in 1 year
- **Earned top 5% performance rating** in 5 of 6 review cycles, consistently recognized for exceptional impact across client delivery and practice building
- **Appointed Practice Champion for PE India**, overseeing 20+ Associates and Project Leads while driving engagement and delivery excellence across the local office
- **Captained the Senior Associate cohort** of 40 members, liaising with leadership to address concerns and implement solutions
- **Owned knowledge capture as PEG SPOC** across 3 years, capturing and codifying expertise from 800+ cases annually
- Nominated for the **Bain Lighthouse Award 2022** – among the top 3 employees firm-wide, recognizing sustained impact beyond core responsibilities

Licenses & Certifications

- AI Fluency: Frameworks and Foundations | Anthropic
- AI Capabilities & Limitations | Anthropic
- Introduction to Model Context Protocol | Anthropic
- Claude 101 | Anthropic
- Claude Cowork | Anthropic

Co/Extra-curricular

- **Consult Club Cell Head (PGPX)**: Selected as PGPX cohort head (160 members) for the Consult Club, driving case prep, firm outreach, and interview readiness for the batch
- **Trainer**: Lead trainer for 2 years across multiple onboarding modules at Bain, trained 120+ new hires, consistently achieving an NPS of 10
- **Music**: Vocalist in Bain's official band, delivered 3 live performances at offsites with 200+ attendees
- **Author**: Authored 3 editions of Bain's internal New Hires Newsletter as Content Lead, providing firm-wide insights into Bain's work and culture for incoming talent
- **Outreach**: Served as Brand Ambassador during Bain's 2021 campus recruitment drives, delivered presentations on firm culture to 300+ candidates
- **Host**: Hosted large-scale inductions and social events at Bain, engaging audiences of 500+ attendees