



Utkarsh Anand

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Summary

General management and strategy leader with 11+ years of experience leading complex operations, organizational transformation and strategic initiatives across government, national security, public policy, technology and business development. Proven ability to lead 150+ member teams, build new organizational capabilities, coordinate multiple stakeholder ecosystems, execute large-scale transformation and translate complex data into decisions and measurable outcomes.

Professional Experience

Immigration In-charge | Bureau of Immigration, Intelligence Bureau, Ministry of Home Affairs, Government of India | CLASSIFIED LOCATION

- Led 150+ member operational team managing ~20,000 passengers/duty across 50+ nationalities; coordinated with multiple agencies to ensure seamless operations and resolve high-pressure situations and maintain operational continuity at a major international airport.
- Drove cross-functional initiatives across 10+ government stakeholders, translating operational data and analysis into strategic recommendations contributing to major immigration, visa and regulatory reforms.
- Spearheaded data-led operational improvements that strengthened risk identification and resulted in ₹20+ crore in estimated government savings in a single month, among the highest performance levels across the organization.

Senior Immigration Officer | Bureau of Immigration, Intelligence Bureau, Ministry of Home Affairs, Government of India | CLASSIFIED LOCATION

- Designed and helped launch a capability-building program for 300 incoming officers, establishing structured training across analytical, investigative and decision-making capabilities; the initiative subsequently scaled nationwide.
- Produced 100+ strategic reports, the highest in cohort and developed data-driven analytical frameworks contributing to a 40% reduction in regional operational incidents, highest among 850 officers.
- Led complex, high-stakes information gathering initiatives involving multiple stakeholders, connecting fragmented information into actionable insights and decision support for senior leadership.

Assistant Central Intelligence Officer | Intelligence Bureau, Ministry of Home Affairs, Government of India | CLASSIFIED LOCATIONS

- Synthesized complex information across multiple sources to support a major regional security intervention, contributing to the resolution of a complex situation involving multiple stakeholders and strengthening stability across a 50M+ population region; earned multiple performance rewards.
- Led a 3-member field unit in a highly challenging operating environment, building relationships with local leaders and coordinating crisis response to a 500+ person crisis; independently developed information leading to resolution of a major international case.

Business Development | BYJU's | Jaipur

- Pioneered new strategic upselling and cross-selling playbook; surpassed weekly revenue targets by 33% resulting in being recognized as 1st among 90 professionals in the largest state of India for two consecutive weeks.

General Knowledge and Group Discussion Faculty | TIME | Jaipur

- Mentored 1,000+ elite MBA aspirants; architected advanced answer frameworks, sharpening candidate analytical acumen and improving problem-solving skills; increased admission success rates by >30%.
- Coached 1,200+ bank exam aspirants, setting new benchmarks in training outcomes; increased student first time pass rate by 25% and established new standards for instructional excellence.

Software Engineer | Tek Systems Global Services | Hyderabad

- Analyzed customer engagement and collaborated with US and European clients, resulting in 15% increase in client conversion.

Education

B.Tech (Computer Science) – SGVU, Jaipur | India

Accomplishments and Awards

- Received multiple rewards for outstanding performance in discharge of duties as an Intelligence & Immigration Officer.
- Recipient of entry scholarship (25% of tuition fees) for the incoming Class of 2027 at IIM Ahmedabad PGPM.
- Recognized as 1st among 90 sales professionals in Rajasthan for two consecutive weeks.
- Mentored and coached elite MBA and bank aspirants to drive the success rate over 25%.

- “Top Contributor” to Competition Success Review, a national monthly magazine for UPSC aspirants with >1 million readership per year.
- Winner in over 20 debates and extempores.

License & Certifications

KPMG Six Sigma Green Belt
McKinsey Forward
BCG Forage

Co/Extra-curricular

- Community Service: Founded a 15-member (now 80) volunteer group, Society Well-wishers (2021–Present), raised INR 6 lakh to support the elderly, homeless, and animals; forged active partnerships with NGOs across state.
- Scaled over 18,000 ft peak in Sikkim.
- Founded and led annual Climate Convention (C3W) during undergrad; broadcasted on national network; featured top global environmentalist speakers.
- Authored articles for DNA newspaper.