



Utkarsh Anand

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Summary

General management and strategy professional with 11+ years leading complex public-sector and commercial operations across policy, government and business ecosystems. Demonstrated ability to lead large teams, drive transformation, build capabilities and translate complex information into actionable executive decisions. Strong execution, ambiguity management and regulatory insight. Relevant across General Management, Chief of Staff, Strategic Operations, Public Affairs and Government Relations roles.

Professional Experience

Immigration In-charge, Lead Liaison & Intelligence Specialist | Bureau of Immigration, Intelligence Bureau, Ministry of Home Affairs, Government of India | CLASSIFIED LOCATION **2025-2026**

- **Led cross-functional policy and regulatory initiatives**, serving as a **key Bureau liaison** with government and institutional stakeholders and translating complex operational insights into **strategic recommendations and legislative inputs** that informed major immigration and visa reforms, including the **Immigration and Foreigners Act and Rules, 2025**.
- Built and led the organisation's **first immigration analytics capability**, establishing a **12-member specialist team** and using data-led analysis to strengthen decision-making, risk identification and multi-agency coordination across **10+ government and institutional stakeholders**.
- Coordinated the Fast Track Immigration rollout across government, airport and corporate stakeholders, aligning cross-functional teams to deliver a **large-scale transformation of immigration processing**, achieving **1M registrations within 3 months** and reducing passenger immigration clearance time by **80%**.
- **Commanded 150+ officers** overseeing **~20,000 passengers per duty** across **50+ nationalities in a multi-stakeholder environment**, maintaining operational excellence, resolving high-pressure situations and orchestrating inter-agency coordination across institutional partners.
- Drove data-led operations that contributed to multi-crore government savings in a single month (figures undisclosed).

Chief of Staff to the Immigration In-charge (West India-largest zone), Lead Interrogator & Senior Immigration Officer | Bureau of Immigration, Intelligence Bureau, Ministry of Home Affairs, Government of India | CLASSIFIED LOCATION **2023-2025**

- Advised the senior leadership on operations, stakeholder management, capability building, priority initiatives and strategic communication.
- Designed and launched the organization's **first capability-development program for 300 incoming officers**, creating structured training across analytical, investigative and decision-making capabilities; subsequently scaled for nationwide adoption.
- Produced **100+ strategic reports, highest in cohort**, translating complex information into concise, actionable insights and strategic decision support for senior leadership; received multiple awards and commendations.
- Developed and implemented **data-driven analytical frameworks** that contributed to a **40% reduction in regional operational and fraud incidents**, the **highest performance among 850 officers**.
- Led complex, high-stakes information initiatives across multiple stakeholders, conducting and supervising **600+ interrogations/interviews** and synthesizing fragmented information into strategic insights that informed organizational decision.

Assistant Central Intelligence Officer | Intelligence Bureau, Ministry of Home Affairs, Government of India | CLASSIFIED LOCATIONS **2019-2022**

- **Spearheaded 10-member field teams** in complex operating environments, managing resources, execution and stakeholder coordination; synthesized multi-source information into actionable insights that enabled major regional interventions, strengthening stability across a **50M+ population region**.
- **Led a 3-member field unit through a 500+ person crisis**, building local stakeholder relationships and coordinating a multi-party response in a high-pressure environment.
- Independently generated and delivered high-value intelligence instrumental to the **successful resolution of a major international case with significant diplomatic implications**.
- Selected for advanced training in investigative interviewing, interrogation and intelligence/information-gathering techniques, strengthening structured questioning, analysis and evidence synthesis capabilities.

Business Development | BYJU's | Jaipur

2018-2018

- Developed and implemented an upselling and cross-selling playbook, exceeding weekly targets by **33%** and ranking **#1 among 90 professionals** in Rajasthan for two consecutive weeks.

- Mentored 1,000+ MBA aspirants strengthening analytical thinking, communication, persuasion and audience-specific engagement, contributing to **30%+ improvement in admission success rates**.
- Coached 1,200+ banking aspirants, redesigning preparation frameworks, improving **first-time pass rates by 25%**.

- Analyzed customer engagement and collaborated with US and European clients, contributing to a **15% increase in client retention**.

Education

Accomplishments and Awards

- Recipient of **entry scholarship** for the incoming **Class of 2027, IIM Ahmedabad PGPM**.
- Ranked in **top 0.1%** in the Intelligence Bureau exam (**All-India Rank 197 out of 1.8M candidates**).
- Received multiple cash rewards and commendations for developing strategic international political assets, achieving the **highest individual interceptions (70+)**, reducing regional smuggling incidents by **40%**, and spearheading a 12-member specialist unit that dismantled crime syndicates involving **1,600+ offenders and 70+ high-value targets** through data-driven investigations and multi-agency coordination across 10+ government bodies, protecting vulnerable populations from trafficking.
- Recognized for independently generating critical intelligence pivotal to the successful resolution of a **high-profile international case**.
- Recognized for orchestrating the surrender of the **India's #2 insurgent commander and his 40 associates**, disrupting operations of **15+ insurgent groups** and strengthening security across a **50M population region in North-east India**.
- Ranked **#1 among 90 sales professionals in Rajasthan** for two consecutive weeks.
- Mentored and coached MBA and banking aspirants, driving a **>25% success rate**.
- Named **"Top Contributor"** to Competition Success Review, a national monthly magazine for UPSC aspirants with **1M+ annual readership**.
- Winner of 20+ debates and extempore competitions.
- Ranked in the **top 1%** in the National Standard Exam in Chemistry conducted by Homi Bhabha Centre; **100,000+ participants**.

License & Certifications

- Excel Skills for Business: Advanced, Macquarie University.
- Pre-MBA Statistics, Indian Institute of Management Ahmedabad.
- 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 18,488 ft. peak (classified location).
- Founded and led annual Climate Convention (C3W) during undergrad; broadcasted on national network; featured top global environmentalist speakers.
- Authored articles for DNA newspaper.
- The Red Brick Summit (Core Team) – One of the largest management symposiums of Asia, organized annually by IIM-A student body.