

Mayank Vandra

Dublin | 083 481 2650 | vandramayank20@gmail.com | [linkedin.com/in/mayank-vandra](https://www.linkedin.com/in/mayank-vandra)

Profile

Results-oriented Management and Business Consultant with 2+ years of experience spanning startups, consulting, and FMCG. A Computer Science graduate currently pursuing postgraduate studies in Management Consulting from UCD Smurfit. Skilled in transforming business processes and technical intricacies into decisive actions, with a focus on data-driven insights and leveraging AI. Proven success in analyzing key business drivers, instilling confidence in senior management, and driving excellence. Combines technical expertise with strategic business acumen for impactful results.

Skills

- Market Research and Analysis
- Project Management and Agile Development
- Stakeholder Management
- Complex Problem Solving
- Cross Functional Leadership
- Microsoft Office
- Jira
- Hubspot CRM
- Figma & Figjam
- Python
- User Research
- Usability Testing
- Prototyping
- Sql
- Java

Education

MSc Management Consultancy

Sept 2023 – Aug 2024

UCD Smurfit Graduate Business School, Ireland

Key Modules: Governance and Stakeholder Management, Managing Organisational Change, Competitive and Corporate Strategy, Organisational Behaviour, Project Management, Research Methods

BEng in Computer Engineering (Grade 2:1), Mumbai University, India

Aug 2016 – Oct 2020

Key Modules: Business Communication and Ethics, Artificial Intelligence, Big Data and Analytics

Career Experience

Fable Fintech, India

Solution Consultant, Contract

Sept 2023 – Present

Product Analyst and Solution Consultant

April 2022 – Aug 2023

Fable Fintech, Mumbai, India

A pioneering financial technology firm, specializing in the development of cross-border remittance solutions, and has forged strategic partnerships with Mastercard, leading financial institutions, and tech providers to transform the digital payments landscape.

- Collaboratively conducted pre-sales assessments to comprehend client requirements and market dynamics, tailoring precise solutions. By analyzing the market comprehensively, crafting persuasive presentations, and customizing solutions, achieved a notable 30% increase in client retention alongside a 25% rise in customer satisfaction scores.
- Initiated strategic competitive analyses to maintain a leading edge in the market and grasp industry trends. By crafting compelling presentations and product demos, accomplished a 20% surge in product adoption and customer engagement, resulting in a significant revenue growth of 15% within a span of six months.

- By conceptualizing and crafting innovative product lines to continually differentiate in the market, leveraged consumer insights to tailor solutions. This strategy led to a substantial increase in market share and brand visibility, resulting in a notable boost in brand recognition and competitive positioning.
- Implemented streamlined operational strategies aimed at enhancing efficiency and workflow optimization. This meticulous approach to operational control led to a notable 30% reduction in operational costs and a substantial 25% increase in team productivity, ultimately achieving improved efficiency and cost-effectiveness.

Achievements: Winner of the “Game Changer” Award for the Quarter 2(F.Y.2022-23)

Development Manager, Kale Management Consultancy Services (KMCS) , UK June 2021 – April 2022

Technical Lead Manager, Kalesco IT Services (Affiliated firm of KMCS) , India Sept 2021 – Jan 2023

- Spearheaded the Design and Development team for the in-house product "Anyfeast," driving innovation and ensuring the product's market success.
- Guided and mentored team development efforts, resulting in the successful and timely delivery of multiple client projects, fostering long-term partnerships and client satisfaction.
- Played a key role in collecting and documenting user requirements, translating them into actionable user stories, estimates, and work plans, ensuring precise alignment with client needs.
- Designed, developed, and conducted comprehensive unit testing for applications in adherence to established standards, ensuring the delivery of robust and high-quality solutions.
- Orchestrated a dynamic team of 48 across India, fostering a collaborative culture and achieving operational excellence.
- Established key performance indicators (KPIs), enhancing productivity, and streamlining operations.

Software Tester Intern, Government of India, Remote Jan 2021 – May 2021

- Tested functional, UI, and UX testing of APIs, Web, Android, and iOS App for DigiLocker and API Setu

Extra Curricular

- UCD Student Council Class Representative
- Core member of Student Council 2019 as Marketing Head, Atharva College of Engineering – Successfully led a 45-member team in securing sponsorships for the College Cultural Fest, fostering positive connections with vendors and sponsors. Additionally, coordinated annual employer insight trips and efficiently managed crowd logistics for the "One for All, All for One" initiative.
- Directed a “Web Development” workshop for 150+ students

Additional Information

- **Languages:** English (Fluent), Hindi (Native), Gujarati (Native)
- **Volunteer:** Tutored underprivileged children aged 7 to 16 to support path to Higher Education in “Dongri to Degree” NGO
- **Award:** Intra College Football Tournament Winner