



**Abhishek Sharma**  
Doctoral Program in Management  
*Scholar in Strategic Management area*  
**IIM Indore, MP, India**

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सिद्धिमूलं प्रबन्धनम्  
भा. प्र. सं. इन्दौर  
IIM INDORE

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## Academic Profile

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- Doctoral Program in Management, **Indian Institute of Management, Indore**, India (2022- present)
- PGDM (Operations & Marketing), **Institute of Management Technology, Ghaziabad**, India (2008-10)
- B. Sc. (Mathematics), **Madhav Science College / Vikram University Ujjain**, India (2001-2004)

**Work Experience (~17 years):** *Business Transformation, Management Consulting, Strategy and Operational Excellence*

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### **Corporate:**

- Director/ Global Transformation Lead, **Genpact LLC** – India/US (2010-2023): an experienced quality, operational excellence, finance/business transformation & program management professional who has helped global organizations in developing and achieving optimized target operating models (TOM) for businesses, and in transforming business and process technologies. Worked on end-to-end aspects of business including assessment, blueprinting, design and implementation in transformation journey of multiple Fortune 500 clients.
- SME (Healthcare Insurance), **Wipro BPO**, Navi Mumbai, India (2005-2007)
- Customer Experience, **Reliance Infostreams Pvt. Ltd.**, Navi Mumbai, India (2004-2005)

### **Not for profit:**

- Founder & Secretary, **Better Earth Welfare Foundation** (NGO), Ujjain, India (2019- present): Better Earth Welfare Foundation, is an NGO registered under MP Government working pan India on issues and activities related to health, women empowerment, child and youth development, education, environment.

## Internship

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- Summer Intern, Genpact India, Jaipur, India (2009) - Developed Cash Flow Forecasting model and Early Warning System model for health care revenue cycle management (HRCM) business.
- Volunteer for social activities, PT Education, Indore, India (2007-2008)

## Certifications

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- Certified Project Management Professional – PMP, PMI USA
- Certified Black Belt (Lean and Six Sigma - Quality)

- Certified Lean Trainer
- Certified Six Sigma Trainer
- Certified Celonis Analyst | Celonis Certified Sales Professional

### **Area of interest**

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Strategic management, Strategic alliances, Innovation, AI, Digitization, Grand challenges, Sustainability, ESG, Global business strategy (GBS)

### **Skills**

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- Change advocacy / Change management
- Strategic Assessments, blueprinting
- Organizational Strategy
- Client Relationship Management
- Stakeholder Management
- Business Process Re-engineering
- Business transformation
- Strong planning and execution skills
- Communication and presentation skills
- Project management, Program management

### **Hobbies**

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Writing, Photography, Travelling, Creatively solving problems & puzzles, Visualizing information in interesting way