

Jay Suthar

Area: Strategic Management | Email – d25jays@iimdr.ac.in | Ph: 6376841331 | LinkedIn - [@imJsuthar](https://www.linkedin.com/in/imJsuthar)

Degree	Institute	Percentage / CGPA	Year
PhD	IIM Indore	Current	Current
MBA	IIM Visakhapatnam	3.00/4.00	2023
B.Com	Jai Narain Vyas University	62.78%	2020
Class XII	Our Lady Of Pillar Convent School, Jodhpur	84.20%	2017
Class X	Our Lady Of Pillar Convent School, Jodhpur	8.20/10.00	2015
WORK EXPERIENCE			
Grade Level - Manager 1		ICICI Bank	April 2023 – May 2024
Part of Business Banking group responsible for providing working capital solutions to SMEG clients	<ul style="list-style-type: none">Utilize product and credit knowledge to customize deal structures and provide tailored secure lending solution from products including Cash Credit, Term Loan, Bank Guarantee etc. that meet clients' specific business needs.Involved in lead generation activities, client visits, and pitching prospective clients for working capital solutions to maximize business to achieve lending up to INR 500 Mn per client.Foster strong relationships with CEOs and CFOs of SMEs from existing set of clients to generate new business by understanding their business requirements and suggesting appropriate financial solutions.Demonstrate expertise in working capital, term loan, and project finance to structure and implement deals that add value to the client and effectively managed book size of approx. INR 1000 Mn.Collaborate with internal teams, such as credit risk, legal, and operations, to ensure seamless executions of deals and maintain compliance with internal policies and external regulations.		
SUMMER INTERNSHIP PROGRAMME			
Product Development Intern		ThinkPlus Education Technologies	April 2022 – July 2022
Deciphered market & user needs of commerce-domain competitive entrances pan-India	<ul style="list-style-type: none">Developed multiple customer persona & journeys through interviewing 4 Subject Matter Experts to study product requirements from users and product developer perspectives.Coordinated 2 seminars addressing 75+ students at a junior college to spread brand awareness in Visakhapatnam, administered 1-to-1 mentoring sessions & analyzed students' responses to understand pain points in current product.Performed secondary research on incumbent Career Counselling platforms in the online market and revamped a separate Career Counselling vertical, and enlisted services to drive the brand's organic reach.		
Conceptualized & launched the product in online ed-tech market & offline in Visakhapatnam	<ul style="list-style-type: none">Quantified product outline, prepared B2B product pricing sheet, created timeline & prototypes of communication sheets for personalized user messages and designed concept sheet prototypes.Devised 90-days timeline for social media engagement post-launch, formulated CAT content for website, drafted internal communication sheet for B2B collaborations & created wireframe for JIPMAT outline.Analyzed features for assessment & communication sheets, drafted questionnaire for SME interviews to identify product improvement areas, created interview transcripts & curated its insights.		
ACHIEVEMENTS & CERTIFICATIONS			
Academics	<ul style="list-style-type: none">Certified & achieved 96 percent in Financial Markets: A Beginner's Module (NCFM) by the NSE, 2021.Achieved 14th rank pan-India & won zonal level in FLC 2021 (Banking & Markets) by Finshiksha, 2021.		
Certifications	<ul style="list-style-type: none">Coursera certified in the "SAP Professional Fundamentals" course by SAP, 2023.Coursera certified in the "From Excel to Power BI" course by Knowledge Accelerators, 2023.Certified in the "Product Analytics Micro-Certification (PAC)" course by Product School, 2022.Certified in the "Workshop on Visualization using Tableau" course by Phoenix Global Infotech, 2022.		
LIVE / ACADEMIC PROJECTS			
Research on AMUL's digital transformation	<ul style="list-style-type: none">Performed primary & secondary research on AMUL's (GCMF) digital transformation of its supply chain.Produced a report highlighting AMUL's successful digital transformation using SAP ERP, Private Cloud, & Business Intelligence System, which enabled end-to-end management of its supply chain and real-time visibility.		
Research on factors affecting B-school selection	<ul style="list-style-type: none">Conducted exploratory study among 200+ respondents to identify factors effecting selection of b-schools among students. Identified 7 factors affecting selection intention and formulated the test hypothesis.Analyzed the model formulated using covariance-based structural equation modelling and PROCESS macro in SPSS and AMOS. Further analyzed the mediating and moderating effects on selection intention.		
Analysis and improvisation of Spotify app	<ul style="list-style-type: none">Developed a new revenue generation stream for Spotify centred on MoSCoW framework. Designed a low-fidelity prototype on Figma and forecasted total revenue at the end of 2 years as approx. INR 67 Mn through new stream.		
POSITIONS OF RESPONSIBILITY			
Captain, Ultimate Frisbee	<ul style="list-style-type: none">Captain of Ultimate Frisbee Team representing IIMV in Sangram 2022, an inter-IIM sports tournament.		
V-POD Team, IIM Visakhapatnam	<ul style="list-style-type: none">Member of V-Pod Podcast Team to invite & host podcasts with marquee professionals on platforms like Spotify, to provide insights to audience on the latest developments in business environments.		
PROFILE SUMMARY			
Summary	<ul style="list-style-type: none">I am a DPM Student at IIM Indore, specializing in Strategic Management. Formerly, I worked at ICICI Bank Ltd. as a part of the Business Banking group responsible for providing working capital solutions to SME clients. During my postgraduate studies at IIM Visakhapatnam, I built a strong theoretical foundation in the core disciplines of management - Strategy, Economics, Marketing, Finance and Organizational Behaviour. Additionally, I have a keen interest in sports and movies.		