AMAN BHAVSAR

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SUMMARY

Strategic deals and sales strategy professional (MBA, STEM-certified in Business Analytics) with 4+ years designing, closing, and managing strategic deals and multi-million-dollar partner deals across global markets. Combines financial modeling, market research and analysis, and incentive-stack ROI management to build the business case with supporting data needed to secure executive approvals. Partners across Finance, Sales, and Business Planning stakeholders to drive deal performance - having closed 15+ contracts and delivered 140% quarterly revenue growth.

EXPERIENCE

Heidelberg Materials - Global Building Materials Leader ($21B Revenue) Pittsburgh, PA
MBA Capstone Consultant, Circular Economy & Capital Markets Strategy *2025 – 2026*

- Built an **investment thesis** and unit-economics model quantifying a 60-70% input-cost advantage and $6–9/lb revenue upside; secured **executive approvals** for a 30-50 ton pilot ($85K–$90K) governed by defined ROI gates and success criteria.
- Owned **market research and analysis** on ~130% equity appreciation to build a strategic-communications framework, positioning the circular-economy initiative as an ESG / Net-Zero proof point to strengthen the investor narrative.

IMS People Possible - Global Workforce Solutions ($400M+ Revenue) Ahmedabad, India
Senior Consultant, Strategy & Operations *Jan 2021 – Jul 2023*

- Led a **strategic market pivot** in response to UK regulatory risk: ran stakeholder interviews and market-feasibility analysis, built the **business case** with contract and legal validation, and secured CEO approval within 24 hours.
- **Closed 4 enterprise client contracts** within a 2-week go-to-market window and retained 90% of key talent, generating ~$28K first-month gross profit while competitors lost 40% market share.
- Drove **product expansion and new geo coverage** across 4 UK territories via market sizing and executive-stakeholder alignment, winning 11 enterprise contracts and lifting annual gross profit 70%.
- Redesigned the service-delivery operating model (10 to 18 hrs coverage) to earn Tier-1 preferred-supplier status across 28+ accounts, driving **140% quarterly revenue growth** (~$5.7M to $9.7M).
- Scaled a cross-functional team (7 to 16 FTEs) under a KPI-based **performance management** discipline- metrics, monitoring, and reporting - enabling 4x gross-profit growth ($700K to $2.9M).

IMS People Possible - Global Workforce Solutions ($400M+ Revenue) Ahmedabad, India
Consultant, Strategy & Operations *May 2019 – Dec 2020*

- Built executive-level client relationships through structured needs analysis, scaling the account portfolio from 0 to 90+ professionals and exceeding the Q1 revenue target ~3x.
- Designed audit-ready compliance controls aligned to UK National Health Service (NHS) and GDPR frameworks, achieving a 100% audit pass rate and mitigating up to 4% of revenue penalty exposure to secure multi-year contract renewals.
- Developed a predictive demand model on utilization and seasonal cycles to optimize resource allocation, increasing operational capacity 75% with zero coverage gaps at peak.
- Automated end-to-end payroll with validation and reconciliation logic plus a real-time KPI dashboard, cutting processing time 60%, freeing 20+ hours weekly, and reducing errors 80%.
- Earned 2x Outstanding Performer of the Year recognition from the COO for portfolio performance and cross-functional execution.

EDUCATION

Master of Business Administration (MBA), Duquesne University May 2026
GPA: 3.52 | STEM Certification: Business Analytics & Information Management
Relevant Coursework: Corporate Strategy & Execution, Quantitative Decision Analysis, Corporate Finance & Valuation, Operations Strategy
Merit-based competitive Study Abroad Scholarship ($20,000)

Bachelor of Commerce, Finance, GLS University April 2019

SKILLS

Deals & Strategy: Designing, Closing, and Managing Strategic Deals, Deal Structuring & Negotiation, Pricing, Incentive Stack, ROI of Strategic Deals, Investments, Unit Economics, NPV / IRR / ROI Modeling, Scenario & Sensitivity Analysis, Business Case Development, Market Research and Analysis, Go-to-Market Strategy, Product Expansion and New Geo Coverage, Business Planning

Analytics & Technical: SQL, Python, Tableau, Alteryx, Advanced Excel, Financial Modeling, Analytics, KPI Dashboards, Variance Reporting, Performance Management

Software & Tools: PowerPoint, React / TypeScript, Node.js / Express

PROJECTS

Strategic Deal ROI & Investment Modeler

- Standardized and accelerated deal approvals with a full-stack deal-desk app that models strategic Original Equipment Manufacturer (OEMs) / partner deals end-to-end - computing ROI, NPV, IRR, payback period, and break-even volume across a multi-tier incentive stack.
- Strengthened executive decision-making via best / base / worst-case scenarios, one-way sensitivity analysis, and an auto-generated, executive-ready business case summary.

Partner Incentive & Pricing Analytics Dashboard

- Gave leadership real-time visibility into a partner-deal portfolio by tracking incentive spend vs. budget, weighted-average ROI, and deal-stage pipeline by partner and geography.
- Surfaced under-performing deals and budget-utilization risk through KPI monitoring, variance reporting, and drilldowns for leadership review.