

VAIBHAV ARORA

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EDUCATION

- 2026-2028 **KELLOGG SCHOOL OF MANAGEMENT | MCCORMICK SCHOOL OF ENGINEERING** Evanston, IL
NORTHWESTERN UNIVERSITY
Incoming Candidate for Joint Degree: MBA, Artificial Intelligence, March 2028
- 2016-2020 **MANIPAL INSTITUTE OF TECHNOLOGY** Manipal, India (Intl.)
Bachelor of Technology (B.Tech.) in Computer and Communication Engineering
- Honors: Graduated First Class with Minor in Digital Marketing (Grade A)
 - Activities: Hospitality Head for 2 college festivals (10,000+ attendees); Dramatics Club – mentored 20+ juniors and represented university at 2 national festivals

EXPERIENCE

- 2023-Present **INDUS INSIGHTS & ANALYTICAL SERVICES** Gurugram, India
Associate Manager, Oct'24 – Present (19 months)
- Lead \$20B+ US lender engagement as primary analytics POC for credit and pricing strategy; Manage 4-associate team across pricing, underwriting, and risk workstreams to ensure high-quality delivery and consistent performance
 - Spearheaded end-to-end optimization of listing logic on leading US loan marketplace; Diagnosed backend rule failures across 44 US states to revamp interest-rate logic, offer configuration, and validation checks for high-value traffic channels
 - Achieved preferred partnership status with loan marketplace, unlocking \$200M+ annual loan opportunities; Drove ~6% booking uplift and \$100M+ additional annual revenue through enhanced offer availability
 - Strengthened talent pipeline by conducting 50+ interviews and shaping candidate progression through structured feedback; Accelerated new-hire ramp-up via buddy sessions and capability-building modules
- Senior Associate Consultant, May'23 – Sep'24 (17 months)*
- Collaborated with Product, Engineering, and Risk teams to engineer dynamic offer-generation framework; Assessed policy constraints, loan-amount ranges, and term restrictions to produce 5 compliant and optimal offers per customer profile
 - Led risk analytics for lender's emerging Point-of-Sale business; Analyzed on-us/off-us performance to identify drivers of elevated early delinquencies; Designed mitigation plan reducing early-stage delinquencies by ~30%
 - Recognized as top presenter among 20+ colleagues at firm-wide Knowledge Share event for delivering high-impact project learnings
 - Earned 5-star rating (top <5% employees) and fast-tracked to Associate Manager in 17 months vs. 24-month firm average
- 2020-2023 **MU SIGMA INC** Bengaluru, India
Decision Scientist (Levels 1 → 2 → 3), Sep'20 – Apr'23 (32 months)
- Led automation of asset benchmarking and aligned performance metrics with senior management's decision needs for Fortune 20 Oil & Gas giant; Achieved estimated cost savings of ~\$20M+
 - Delivered 3+ rapid engagements (2-8 weeks) for senior cross-functional stakeholders; Built budget-tracking dashboard for finance leadership, improving accuracy of budget vs. actual tracking across 5 digital platforms
 - Earned 3 Spot Awards for exceptional client engagement and consistent high-impact delivery; Promoted twice within 32 months across 3 progressive Decision Scientist levels

ADDITIONAL DATA

- Leadership: Team Captain, Indus Olympics (2024-25), led 25-member team across 10+ sporting events; Hospitality Head, Revels & TechTatva (2018-19), managed 15+ vendors and digitized token system for festivals with 10,000+ attendees
- Interests: Trained classical keyboard and guitar player for ~10 years recording Bollywood covers; Avid traveler having explored 16+ countries; Long-time Formula 1 enthusiast tracking race strategy and team dynamics
- Languages: English (fluent), Hindi (fluent) | Technical: SQL, Python, Tableau, Excel, R