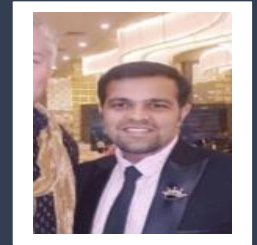


KARUN TAKKAR

Immediate Joiner | 12+ Years | MBA | Duke | US Visa (B1/B2) | Tennis Enthusiast
Product Manager | Analytics | Business | Finance | Healthcare | Leadership

A result-oriented professional looking forward to collaborate with business leaders in order to create positive impact to the business and the society

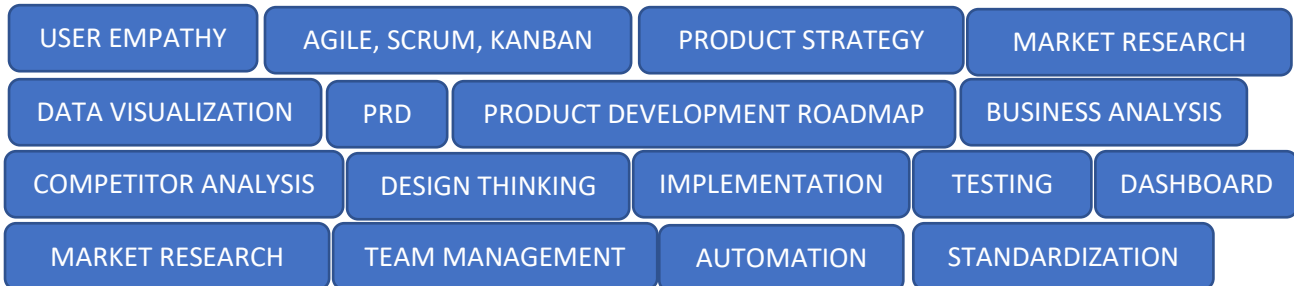


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 (+91) 99111 11629

KEY SKILLS



PROFESSIONAL EXPERIENCE

PRODUCT MANAGER | PROVANA INDIA | NOIDA, INDIA | JAN 2020 – APR 2021 >>> ANALYTICS & AUTOMATION

- **Leading** analytics platform (using **Power BI & DAX**), helpful in **debt collection process** for US law firms
- Leveraging on Azure platform (**Azure blob, Azure data factory & Azure SQL DB**) for **data procurement**
- Envisioning **roadmap & collaborating** with **tech, product designer, analyst teams** to achieve milestones
- Automating **dashboard reports** creation by collaborating & **re-structuring SQL data warehouse**
- Gathering **requirements, feedbacks** from users and translating them into **actionable user stories**
- Organizing **demo calls & supervising** the **client onboarding & implementation** process via **Agile tools**
- Planning & executing **GTM strategies** and monitoring outcomes via **effective KPIs**

ACHIEVEMENTS

- ❖ Increased **ARPC by 3x (\$1500 vs \$500)** with revamp of the UX; **redesigned the landing page**, improved the **content relevancy** for user groups, **enhanced visuals**, integrated **dashboard with web portal**
- ❖ Reduced client onboarding **TAT by 1 week**; **Automated SQL views** creation for client via application
- ❖ Reduced dashboard creation **TAT by 3 days**; standardizing into central repo and templating dashboards
- ❖ Increased **revenue by 20%** by **onboarding 12 new clients** and **leading 51 clients**

PRODUCT MANAGER | SYNEOS HEALTH | GURGAON, INDIA | JAN 2018 – DEC 2019 >>>AUTOMATION

- Supervising **accounts receivable (AR) automation process end to end** with the primary focus on **saving cost, control quality and reduce dependency** on manual efforts, and **collect cash faster (DSO)**
- **Envisioning roadmap** with key tasks, risks & milestones for driving successful **automations**
- **Integration of cross functional modules** (AR, AP & time entry) within **Oracle EBS Suite**
- Collaborating **with leadership for complying policy** on timesheet submission & approval processes
- Gathering **billing requirements** for easy approval & payment & get **POCs approved** from clients
- Restructuring of **Project codes**, standardizing **invoice templates** & negotiating **client contracts**

ACHIEVEMENTS

- ❖ **Conserved cost by 75%** with automating invoice generation, invoice approval & e-way bill process.
- ❖ **Improved quality by 80%**; reduced rejection/rework on invoices
- ❖ **Reduced DSO cycle by 3 days**; faster payment approval process
- ❖ **Conserved cost for 3 FTEs** involved in cash application process

TEAM MANAGER | SYNEOS HEALTH | GURGAON, HARYANA | OCT 2014 – DEC 2017 >>>AR OPERATIONS

- Leading 18 FTE team for **billing 1200 invoices** (fees & expenses) worth \$110 Mn monthly
- **Transitioned** multiple projects from **different onsite locations** UK, US & APAC region
- Responsible for **maintain team budgets, capacity planning & their performance** evaluation
- **Reporting** monthly **revenue forecasting & performance dashboards** (Power BI, MS excel)
- Comply with SOX compliances and support audit & other finance departments.

ACHIEVEMENTS

- ❖ **Conserved cost by 60%** by transitioning all FTE work from US, UK & APAC region
- ❖ **Realized \$2 Mn** invoices stuck in outdated & closed projects from old entity
- ❖ Promoted to AR Supervisor from team leader **within 1.5 years** vs an avg. of 3 years

SUBJECT MATTER EXPERT (SME) | BT SHARED SERVICES | GURGAON, HARYANA | SEPT 2012 – SEPT 2014

- Lead third party transition of AR/AP roles from Tech Mahindra to build inhouse capability
- Responsible for billing invoice to B2B clients for assets, usage bills & one-off charges
- Auditing quality of invoices for the team and reporting team performance
- Preparing detailed standard operating procedure (SOPs)

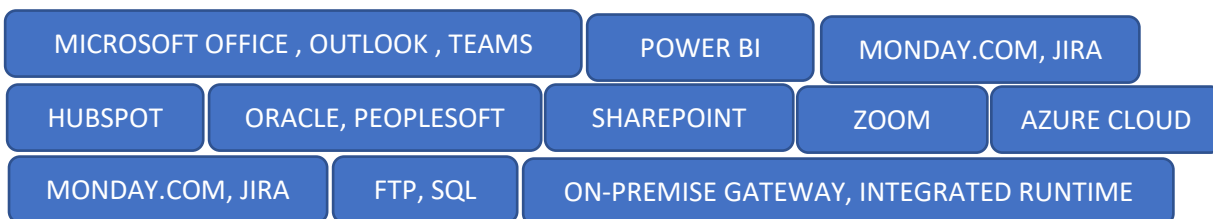
SENIOR ASSOCIATE | WIPRO (FORMER AON) | NOIDA, UP | FEB 2009 – AUG 2012

- Reconciling money invested in 401(k) & other DC plans
- Escalating issues to report money being vested in wrong accounts
- Analysis on issues and report aging of the issues to respective departments

EDUCATION BACKGROUND

- ❖ **PG CERTIFICATION IN PRODUCT MANAGEMENT** | DUKE CE | NC, US | FEB 2021
- ❖ **MASTERS IN FINANCE** | SCDL | PUNE, MAHARASHTRA | MAR 2012 – MAR 2014
- ❖ **BACHELOR IN COMMERCE** | DELHI UNIVERSITY | DELHI, INDIA | JUL 2005 – JULY 2008
- ❖ **LEVEL 1 CERTIFICATION (CFA)** | AMERICAN CFA INSTITUTE | US | 2011
- ❖ **ONLINE PRODUCT MANAGEMENT CERTIFICATION** | UDEMY | ONLINE | 2021
- ❖ **FINANCIAL MODELLING & VALUATION CERTIFICATION** | THE WALL STREET SCHOOL | DELHI | 2012

TOOLS



INTERNSHIPS & PROJECTS

- ❖ **CERTIFIED INTERNSHIP ON GOOGLE ANALYTICS** | DIGITAL VIDHYA | DELHI | 2013
- ❖ **COMPETITOR ANALYSIS** | PHARMEASY | ONLINE PHARMACY
- ❖ **BUSINESS MODEL CANVAS & VALUE PROPOSITION** | LYFT | ONLINE CABS
- ❖ **USER PERSONA & USER JOURNEY MAPPING** | ONLINE ROOMMATE FINDING SERVICE
- ❖ **PRODUCT CRITIQUE** | HANGOUT | EXPLORING LOCAL ATTRACTIONS IN NEW CITY