

# ARAVIND GARIPALLY

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## EDUCATION

**University of Virginia Darden School of Business** - Charlottesville, VA **May 2027**

*Candidate for Master of Business Administration (MBA) - STEM OPT eligible*

- Recipient of Brownlee Scholarship: Partial tuition for excellence in the field of Finance
- Elected VP of Finance for Energy Club

**The Institute of Chartered Accountants of India (ICAI)** - New Delhi, India **May 2022**

*Chartered Accountant (CA) (US CPA Equivalent)*

- Secured 9<sup>th</sup> Rank in India among 170K candidates in intermediate (IPCC) exam

**Osmania University** - Hyderabad, India **June 2019**

*Bachelor of Commerce, Major in Accounting & Finance*

- First Class with Distinction - Rank 1 of the class out of 200 students

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## EXPERIENCE

**Peregrine Turbine Technologies** - Maine, USA **Summer 2026**

**Intern – Finance & Strategy**

*10-week summer internship advising the C-suite on commercialization and fundraising for supercritical CO<sub>2</sub> turbine technology*

- Developed executive business cases by evaluating 15+ growth scenarios, refining financial models, and performing sensitivity analyses to shape capital allocation and market-entry strategy across nuclear, geothermal, and distributed energy sectors
- Shaped Peregrine's competitive positioning by benchmarking five peer technologies and translating key differentiators into an investor narrative supporting a \$70 million fundraising initiative
- Optimized supplier network across 35 strategic suppliers by developing a prioritization framework and dynamic discounting approach, reducing procurement spend by 4% while earning Preferred Partner status

**Vibrant Energy (Macquarie Group)** - Hyderabad, India **2023-2025**

*Top 3 Commercial & Industrial Renewable Energy Developers in India*

**Assistant Manager - Investments Office**

*Partnered with C-suite to develop growth roadmap, resulting in 14x pipeline expansion from 150 MWp to 1.9 GWp assets*

- Managed \$620M renewable energy portfolio optimization strategy, delivering 19% IRR (300 bps above industry average); spearheaded innovative project structuring for 55 MW Solar asset to achieve 23.5% IRR through operational excellence
- Secured landmark \$370M financing from PFC and Macquarie through strategic stakeholder management and complex negotiations, establishing industry-first financing structure for C&I renewable projects
- Built comprehensive investment screening framework to evaluate 20+ solar and wind opportunities; strategically prioritized non-cyclical sectors and Fortune 500 partnerships to derisk portfolio and maximize returns

**Transaction Square** - Hyderabad, India **2022-2023**

*Top 5 M&A Advisors in India*

**Consultant – Strategy & Transactions**

- Conducted due diligence and market analysis for 10+ clients across six sectors (healthcare, real estate, technology), supporting M&A funding rounds and structuring deals amounting to \$1.2 B for growth and expansion
- Handpicked by Partner to lead time-sensitive \$20M+ fundraising initiative, recognized for crisis management expertise

**K Vivek Reddy and Co. Chartered Accountants** - Hyderabad, India **2020-2022**

**Associate – Audit & Taxation**

- Led tax audits for 20+ clients and analyzed financials for 15+ listed companies in industrial goods, CPG and pharma, improving compliance and cutting tax liabilities by ~15% through tax-saving strategies
- Launched a platform to simplify complex tax regulations for clients, establishing the firm as a trusted partner

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## ADDITIONAL INFORMATION

- Founder: Project Pledge - Conceptualized data analytics platform integrating 250M+ property records across 300+ sources
- Social Impact: Established and directed monthly financial literacy workshops for business founders in Hyderabad
- Interests: Avid cricket player, foodie with a curiosity for the history behind different cuisines, vacation planner aficionado and Bollywood buff

# KASHIKA KHERA

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## EDUCATION

**University of Virginia, Darden School of Business** - Charlottesville, Virginia

May 2027

*Candidate for Master of Business Administration – Specialization in Management Science (STEM OPT eligible)*

- Merit-Based Scholarship Recipient, Forte Fellow
- President: Energy Club; VP: Board Games, Business Ethics Club; Active Member: Consulting & Entrepreneurship Clubs

**University of Petroleum and Energy Studies, School of Engineering** - Dehradun, India

May 2019

*Bachelor of Technology in Applied Petroleum Engineering, GPA: 3.4/4 (top 5% of cohort)*

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## EXPERIENCE

**McKinsey and Company**

2026

**Summer Associate** (Houston, USA)

Jun 26 - Aug 26

- Consulted an independent power producer on development of new gas power plants in PJM by identifying cost optimization opportunities, and designing procurement strategy positioning them to win Power Purchase Agreements with hyperscalers

**ExxonMobil**

2019 – 2025

**Data Delivery Lead** (Bangalore, India)

2024 – 2025

*Accelerated digital transformation by implementing diverse modern solutions, including data lakes, cloud-native applications impacting ~5% of world's daily crude oil production*

- Spearheaded curation of analytics-ready datasets by analyzing use cases and providing technical expertise to transform fragmented data from 20+ corporate affiliates on Snowflake, reducing data preparation time by ~40% for 500+ employees
- Orchestrated rollout of best practices across organizational levels for 20+ corporate affiliates by conducting workshops, implementing scorecards and feedback loops, driving \$1B in incremental revenue over the next 10 years
- Developed video-based trainings on data management guidelines to upskill 600+ engineers on adhering with data best practices
- Established a new team to offshore data management services from US to India; recruited and onboarded six employees, defined roles & responsibilities, realizing ~\$16M in projected savings through wage arbitrage and colocation benefits

**Data Modernization Project Manager** (Houston, USA)

2023 – 2024

*Led a team of data engineers and architects that enabled digital solutions for advanced analytics, AI & automation for operations*

- Initiated pilots to develop applications on Power Apps, Dynamics 365, and C# to capture orphan data such as optimization opportunities & technical observations leading to savings worth ~\$1M by preventing loss of intellectual capital
- Optimized user interface & re-architected in-house applications, driving 2× user adoption, improved user experience and reduced scale-up time by 50% for engineers in Guyana, Australia, Canada, Indonesia, Nigeria & Angola affiliates
- Co-developed proprietary reservoir management benchmarking tool that uncovered \$80M in additional producible reserves; presented methodology to senior leadership and drove user-adoption across all ExxonMobil Upstream affiliates
- Awarded for "Courage of Conviction" by the VP for driving stakeholder alignment & streamlining project

**Operations Data Analyst /Reservoir Engineer** (Bangalore, India)

2019 – 2023

*Managed oilfield producing 1% of Canada's daily crude by optimizing production from ~1,000 wells & guiding on-site operations*

- Collaborated with a cross-discipline team to build a ML model which increased accuracy in measurement of hydrocarbons, resulting in ~\$5M/yr savings through automation; presented model at world's largest energy conference in Abu Dhabi
- Conducted economic evaluations that resulted in recommendations for well repairs, operations abandonment, re-drills amounting to cumulative of \$7M OPEX; generated incremental ~\$27M/yr from incremental oil produced from repaired wells
- Expanded deployment of a recently commercialized low-emission oil recovery technology by proving profitability through technical studies, reducing emissions by ~150 MtCO<sub>2</sub>/yr (25% decrease) to further Canada's 2050 net-zero goals
- Managed oil-spill risk by strengthening surveillance processes to ensure safe operations by improving daily reporting procedures and building automatic alarms, preventing loss of License to Operate & potential reparation costs of ~\$100M per oil spill
- Onboarded 5 new hires on critical workflows, received Mentor of the Year award (top 1%) for exceptional mentorship

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## ADDITIONAL INFORMATION

- **Online Courses/Certifications:** Gen AI & Artificial Intelligence for everyone (DeepLearning.AI), Machine Learning
- **Tools & Technology:** Power BI, Tableau, Excel VBA, Python, Azure DevOps, MS Access, MS SQL Studio, Toad for Oracle
- **Publications:** Machine Learning Assisted Framework to Improve Well Rate Estimation for Enhanced Production Surveillance. ADIPEC, Abu Dhabi, UAE, Nov 2024, SPE Paper No. 222642-MS (<https://doi.org/10.2118/222642-MS>)
- **Volunteering:** Head of Fundraising for Raksha-MAD (animal welfare NGO), Red Cross Trained First Aider (saved 5 lives)
- **Interests:** Jumped from a plane for a better view of Burj-Khalifa; hiked across Himalayas; surveyed corals in the middle of oceans, biked at altitudes higher than 19000 ft; happy to say, "survived it all"!

# NIKHIL JHA

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## EDUCATION

**University of Virginia Darden School of Business** - Charlottesville, VA

**May 2027**

*Candidate for Master of Business Administration (MBA) - Specialization in Management Science, STEM OPT eligible*

- Robert E. Lamb II Dean's Scholarship – partial tuition, awarded based on merit; GMAT: 740 (97<sup>th</sup> percentile)
- Active member of Finance Club, Humans of Darden, Outdoors Club and Racquet Club

**Birla Institute of Technology & Science, Pilani** - Goa, India

**March 2020**

*Bachelor in Chemical Engineering, Minor in Finance*

- Magna Cum Laude; Merit Scholarship – partial tuition, awarded based on merit
- Economic Times Campus Stars Challenger: Ranked in the top 0.5% of 50,000 engineering students in India in 2019
- Project Lead, Enactus: Led a 30-member team to boost household income of 36 underprivileged families by 40%

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## EXPERIENCE

**ReSeed Partners** - Birmingham, AL

**Summer 2026**

**Private Equity Summer Investment Associate**

*Led comparable analysis and financial modeling of multifamily real estate acquisition targets at a \$200M PE firm*

- Led underwriting of a \$53M multifamily acquisition, building the monthly cash flow model from rent roll to exit with IRR sensitivities and transaction comps; presented to the CEO-led Investment Committee and secured deal approval
- Built the fundraising strategy for the firm's \$200M Fund II fundraise: authored the DDQ, executive summary, and teaser, and answered 90+ diligence questions from 12+ prospective LPs; modeled net returns across fee and waterfall scenarios
- Designed and deployed an AI-powered research tool that generates market profiles for multifamily acquisition targets, transforming a manual process into a repeatable workflow and saving ~1,000 analyst hours annually (0.5 FTE)

**J.P. Morgan Asset Management** - Mumbai, India

**2021-2025**

**Investment Associate, Hedge Fund Due Diligence**

**2024-2025**

*Led diligence and invested in marquee, capacity-constrained equity long/short hedge funds (11 funds, \$2B client assets)*

- Promoted ahead of tenure to lead technology-focused investment coverage, managing 50+ GP relationships; developed investment theses across Software and AI, underwrote 5 new investments from 35+ evaluated, scaling platform AUM by 32%
- Sourced and underwrote six emerging technology co-investment opportunities, deploying \$120M of capital through rigorous market and competitive analysis to inform investment decisions, and generating a 2.4x MOIC; received Quarterly Award
- Led a 12-member team to complete the post-merger integration of First Republic's investment platform ahead of schedule, building the evaluation framework for technology-focused hedge funds and generating \$2M in incremental revenue
- Designed a mentorship and training program for Girls Who Invest interns, delivering 100+ hours of curriculum on analytical decision-making and investment judgment; earned the Step-Up Award for business impact and young leadership
- Championed GenAI adoption by integrating tools leveraging J.P. Morgan's LLM platform into 6 legacy processes; cut analysis time by 80% for peer and risk analysis across equity long/short generalist hedge fund investments

**Investment Analyst, Hedge Fund Due Diligence**

**2021-2024**

*Evaluated equity long/short generalist and event-driven hedge funds (\$27B cumulative AUM underwritten) through stress periods*

- Collaborated with the Portfolio Managers to reposition the platform from growth to value-biased strategies during the 2023 growth selloff; underwrote 4 funds and presented investment theses to the investment committee, driving \$1.1B in allocations
- Selected for the deal team behind J.P. Morgan's largest hedge fund launch of 2023, leading financial and performance analysis on a \$20B generalist fund to shape investment positioning and strategy, deploying \$541M in client capital
- Diagnosed elevated concentration and AUM-erosion risk across \$3.3B of investments in 20+ hedge funds through deep-dive data analysis; drove \$200M in strategic redemptions ahead of fund closures and drawdowns, protecting client capital

**Credit Suisse** - Mumbai, India

**2020-2021**

**Junior Market Risk Manager**

*Analyzed and monitored market risk metrics, including VaR, enforcing compliance with risk limits and regulatory standards*

- Spearheaded the risk reporting function for the EMEA Equities trading desk by managing a team of three analysts and ensuring 100% accuracy across 125+ risk reports during volatile markets, strengthening senior stakeholder decision-making
- Promoted ahead of peers to Market Risk Manager as the only analyst among 25, in recognition of leadership in risk monitoring during Covid; managed 4x the normal query volume and delivered timely risk insights to senior leadership

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## ADDITIONAL INFORMATION

- J.P. Morgan Awards: Awarded 17 peer awards in 3 years; nominated for the Asia Pacific CEO Award for business excellence
- Skills: Financial Modeling, Advanced Excel, VBA, Power BI, Tableau, GenAI Workflow Design, and Market Research
- Interests: Racquet sports (Badminton and Pickleball), Cycling, Hiking and Yoga; completed two half marathons in 2024

# DEEPAK REDDY

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## EDUCATION

**University of Virginia Darden School of Business** - Charlottesville, VA **May 2028**

*Candidate for Master of Business Administration (MBA) - STEM OPT eligible, Specialization in Management Science*

- Darden Merit Scholarship: 60% tuition; GRE: 338 (~99th percentile)
- Active Member: Consulting Club, Energy Club, Net Impact Club, and Running Club

**Delhi School of Economics, University of Delhi** – India (*Ranked 1st among India's top economics schools*) **June 2021**

*Master of Commerce, Major in Finance, (Top 5% Academic Performance)*

- Treasurer - Career Management Club; Co-founder - Alumni Club; Interned at Ministry of External Affairs

**Hansraj College, University of Delhi** - India (*Ranked 3rd among India's top colleges*) **June 2018**

*Bachelor of Commerce (Honors), Major in Finance*

- Received National Merit Scholarship (Top 1%) covering full tuition

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## EXPERIENCE

**Artefact** (Saudi Arabia and India) - *AI strategy & data consulting firm valued at \$1.3B, active in 25+ countries* **2025-2026**

**Senior Data Strategy Consultant** (*Fast-track promotion from Data Consultant to Senior Data Strategy Consultant*)

*Led 8 projects spanning digital transformation and process optimization in energy sector, generating \$8M in revenue*

- Designed and implemented Change Management Strategy, by leading 8-member team that drove adoption of 300+ digital solutions across 16 business lines for a Saudi Arabia-based energy firm, increasing digital tool utilization rate by 43%
- Formulated digital transformation roadmap for an energy firm in Qatar, conducting a current-state assessment to diagnose cross-divisional workflow gaps, and redesigning future-state processes to unlock \$28M in targeted annual value
- Managed national foreign direct investment strategy for Ministry of Investment of a Middle Eastern nation, targeting \$30B in greenfield investments in the technology sector by 2030 to accelerate digital economy growth by 25%
- Redesigned end-to-end financial systems and enterprise processes for a utility provider, integrating legacy systems into a unified process, to reduce communication lead time by 42% and generating \$10M in annual cost savings
- Developed transmission-tracking platform for energy firm, replacing manual processes with automated workflows, near real-time dashboards, and AI-powered assistant, boosting operational efficiency by 36%

**KPMG** (Delhi, India) **2021-2024**

**Associate Consultant** **2022-2024**

*Managed 8 international projects spanning energy and automotive sectors, generating \$12M in revenue for deal advisory team*

- Created site-feasibility strategy for 100+ electric vehicle charging stations, enabling a \$22B European firm to shift from non-renewable to renewable energy during the Russia-Ukraine crisis, decreasing operational costs by 48%
- Conducted financial and market analysis to forecast declining demand for combustion-engine components and strategized the divestment of an underperforming division for a German Tier-1 automotive supplier, generating \$5M in financial gains
- Directed evaluation of supplier contracts for electric components used in light commercial vehicles for a \$4.4B Italian OEM, identifying cost-effective alternative suppliers, delivering \$3M in realized financial gains
- Awarded 'Exceeded Expectations' rating (top 1%) in 2022 and 2023 for exceptional performance and data-driven analysis

**Business Associate** **2021-2022**

*Advised clients across energy and EV battery sectors in Europe on capacity expansion, and value-chain strategy*

- Identified an optimal manufacturing site for an Asian OEM's electric vehicle production in Europe, by analyzing government subsidies and economies of scale, projected to increase annual production capacity by 25% (100K units)
- Built financial model and Power BI dashboard mapping Europe's traction battery value chain from raw materials to recycling, for leading \$200B OEM, evaluating circularity opportunities and improving efficiency gains by 18%
- Executed due diligence and valuation for a \$185M acquisition of a German plant-based protein firm by a Swiss F&B firm
- Analyzed peer companies and conducted benchmarking against GRI standards to design sustainability strategy for \$7B IPO
- Won 7 leadership awards: Dream Team, Super Employee, Rising Star, Future-Ready, Lighthouse, Spot, Ally of Inclusion

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## ADDITIONAL INFORMATION

- **Volunteering:** Robin Hood Army; Provided Mathematics and English language coaching for underserved children in Delhi
- **Pro Bono Consulting:** Devised growth strategies for early-stage startup EaseFarming (selected for Stanford Seed program)
- **Leadership and Interests:** State and university kabaddi team captain, college racquet team captain, cooking enthusiast

# SANJEETH POTHIREDDY

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## EDUCATION

**University of Virginia Darden School of Business** - Charlottesville, VA

**May 2028**

*Candidate for Master of Business Administration (MBA) – STEM OPT eligible, Specialization in Management Science*

- Darden Merit Scholarship - Partial Tuition; Forte Foundation Fellowship
- GMAT Focus Edition: 695 (97<sup>th</sup> Percentile, ~740 Classic GMAT)
- Clubs: Consulting Club, Darden Improv Club, and Darden Outdoors Club

**Manipal Institute of Technology** - Manipal, India

**May 2022**

*Bachelor of Technology, Major in Computer Science & Engineering, Minor in Big Data*

- IAESTE (*Student-Run Intl. Exchange Program*): Brokered 200+ internships across 43 countries as the campus's sole compliance and partner-relations owner, negotiating placements with universities and employers on four continents
- Data Analyst, Yulu (*EV startup backed by Bajaj Auto, Blume Ventures*): Built battery-swap routing models & executive Tableau dashboards to lift fleet operational efficiency 25%, extending vehicle availability across India's network

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## EXPERIENCE

**Samsung R&D** - Bangalore, India

**2022 - 2026**

*Samsung's largest overseas R&D center; core engineer in the AI voice assistant and smart devices platform team, serving 430M+ users and 1B+ connected devices and appliances*

**Lead Engineer**

**2026**

*Owned agentic AI strategy for smart-home control; led a 5-person team from prototype to launch on Samsung's ecosystem*

- Led 4 engineers/testers to launch "Device Q&A," a GenAI feature answering users' questions about device capabilities; sized a \$3M+ support-cost opportunity from 30,000+ failure records to win approval for launch on Flip/Fold 8 phones
- Defined roadmap to transform to an agentic AI architecture transformation from a rule-based system; owned resourcing and cross-functional alignment from concept through internal user trials with 20 users, improving failure recovery 30%
- Received Samsung's MD High Impact Award (*Top 3%*) and a Samsung Excellence Award; promoted to Lead Engineer one year ahead of the typical progression

**Senior Engineer**

**2024 - 2026**

*Led AI integration & delivery for 5 flagship phones; on-site S. Korea HQ for 5 months coordinating teams over 3 continents*

- Aligned six country teams (*China, Japan, South Korea, U.S., Poland, India*) on a shared AI transformation roadmap to improve device-intent recognition accuracy by 40%
- Assessed Samsung's competitive exposure after Apple Vision Pro's launch; built and presented to senior leadership a prototype to control smart devices with upcoming VR headset, shaping strategy as 1 of 12 projects at Samsung Expo
- Owned the response-generation layer of SmartThings voice assistant spanning 10,000+ devices across 28 categories in 9+ languages, standardizing the user experience across the global SmartThings portfolio
- Scaled a student hackathon program to 2,000+ participants across 6 colleges; mentored 3 teams and led CSR initiatives expanding tech-literacy access to 100+ students in India
- Received the New Valley Project of the Year award and 2 Samsung Excellence Awards

**Engineer**

**2022 - 2024**

*Delivered voice-assistant features while driving platform scalability and workflow-optimization initiatives*

- Owned voice-assistant features (*reminders, alarms, music, device location*) used by 2M+ monthly consumers, reducing churn 25% by prioritizing and resolving the highest-impact user issues
- Launched 2 features (*Node Recommendation and Node Aggregator*) on Samsung's smart-home developer platform, raising external contributor productivity 20% and accelerating third-party device integrations
- Triageed and resolved 40+ high-priority pre-launch issues across 5 product modules (*camera, caller, vibrations, animations, and voice assistant*), cutting issue-resolution cycle time 35% and improving launch readiness

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## ADDITIONAL INFORMATION

- **Publications:** Co-authored papers on optimizing task-specific LLMs through multi-agent workflows and applying multimodal data retrieval methods and vision-language models to autonomous smart-device resolution
- **Volunteer Work:** Off-road driver supporting forest department anti-poaching patrols, wildfire response, and border infrastructure works across Reserved Forests in India
- **Community Service:** Led fundraising efforts across 50+ families to raise \$4,500 for village infrastructure development, driving healthcare, technology-literacy, and public-space revitalization initiatives
- **Interests:** Auto-industry enthusiast; national-level Scrabble player; biryani aficionado