

Anshul Kaushik

Solution Manager- Wipro | IIT Kharagpur

Email: anshulkaushik2222@gmail.com | Mobile: +91-7017476103

Data & Analytics	Strategy Consulting	Stakeholder Management	Program Management
ACADEMIC QUALIFICATION			
MBA	VGSoM, IIT Kharagpur	8.01	2024
B. Tech (Mechanical)	NIT Jalandhar	7.59/10	2020
Class XII	Asha Modern School (CBSE)	93.80%	2015
Class X	Asha Modern School (CBSE)	10/10	2013
WORK EXPERIENCE (41 Months)			
Wipro			
Domain: Pre-Sales Designation: Solution Manager		Jun '24 – Present	
Roles and Responsibilities	<ul style="list-style-type: none"> Developed marketing solutions for Fortune 500 clients across the globe driving 30% higher win rate Spearheaded multimillion-dollar bids, closing \$25 Mn+ deals with customer focused RFP responses Collaborated with 10+ diverse teams to deploy marketing solutions, boosting customer satisfaction Delivered strategic support across 4 practices, tailoring solutions leading to targeted client engagement Benchmarked commercial constructs and supported price-to-win strategy across 70+ opportunities Led program development and effective GTM strategies for 35+ global clients across multiple domains including BFSI, Financial Services, Investment Management firms, FMCG and Technology Crafted Wipro's RFI response for the Everest Group's Marketing Services assessment 2025, collaborating with internal stakeholders to align data, insights, and positioning with survey objectives Led multiple engagements focused on reporting automation and data management, reducing turnaround time by 35% and improving compliance in regulatory reporting processes for global clients 		
Larsen and Toubro Defence			
Domain: Operations Designation: Senior Engineer		Aug '20 – May '22	
Roles and Responsibilities	<ul style="list-style-type: none"> Spearheaded a 10-member team for developing an advanced tech vessel (INS-Arihant) for the Indian Navy Devised quarterly plans for a supply chain of 4000 Cr+ worth of projects under the Ministry of Defence Acquired work package of 10 Cr by driving stakeholder alignment and leading commercial negotiations Developed Power BI dashboards as per the field requirement aiding in the reduction of rework by 17% 		
SUMMER INTERNSHIP			
Medtronic			
Domain: Marketing Title: Digital Marketing for Renal Denervation Therapy (RDN)		May '23 – Jul '23	
Project Objective	<ul style="list-style-type: none"> Design digital marketing campaigns spanning over 2 years to spread the word about hypertension and RDN 		
Key Learnings and Achievements	<ul style="list-style-type: none"> Conducted digital marketing campaigns targeting a population of ~28 million for hypertension awareness Managed 6+ stakeholders (Sales, Legal & Compliance, Product Managers) from India and Asia Pacific 		
PROJECTS			
VGSoM, IIT Kharagpur			Project (MBA)
Title: Use of AI chatbots in Psychology			Jan '23 – Apr '23
Strategy	<ul style="list-style-type: none"> Carried out primary survey with 420 patients and interviewed 120+ psychologists from all over India Devised a 5-year business plan for an AI-Chatbot product for the Indian healthcare industry 		
POSITIONS OF RESPONSIBILITY			
Coordinator, Purvodaya Core Committee, VGSoM	<ul style="list-style-type: none"> Responsible for organizing the B-school fest of IIT Kharagpur at a national level, planning and executing the events, converting sponsors, managing accounts and inviting corporate guests 		2022
Coordinator, CSR Group, L&T Defence	<ul style="list-style-type: none"> Led a team of 30+ members and organized 10 beach cleaning drives, 13 tree plantation drives and career guidance sessions for students of government schools in Visakhapatnam, Andhra Pradesh 		2021
Co-Head, Techniti, NIT Jalandhar	<ul style="list-style-type: none"> Spearheaded a team of 30+ members to organize the mega event robo-wars and 3 other technical competitions worth INR 1.5 lakh+ attracting a footfall of 5000+ participants from all over India 		2019
AWARDS & ACCOMPLISHMENTS			
Competitions	<ul style="list-style-type: none"> Won "Habit Flagbearer-Demonstrating Stewardship" award for being an exceptional team player Got Featured in the Forbes for emerging as one of the top-10 B school champions by Unstop National Finalist, Wipro B Pro 3.0: Competed among the top-5 teams at the national level National Finalist, Tally : Competed among top-6 teams in Product Management category Campus Winner, ACTapult by ACT Fibernet: Competed among top 12 teams at national level Semi-Finalist in Table Tennis Men's Category in Annual Sports Tournament, L&T Defence 		2023 2023 2022 2022 2022 2022
Certifications	<ul style="list-style-type: none"> Completed the course "Consulting Approach to Problem-Solving" with grade 96.66% by Coursera Completed the course "Managing an Agile Team" by Darden School of Business powered by Coursera Completed the course "Data Analysis with Python" by IBM Skills network powered by Coursera 		2023 2023 2022
Academic	<ul style="list-style-type: none"> Secured 96.83 percentile out of 2 lakh+ candidates in CAT 2021 organized by IIM Ahmedabad Secured 98.91 percentile out of 15 lakh+ candidates in JEE Mains 2016 organized by CBSE 		2021 2016