Sai Jaswanth Marlapalli

Program Management | Strategy & Transformation | Product & AI | Cross-functional Execution

PROFILE SUMMARY

MBA from **IIM Ahmedabad** and **B.Tech** from **IIT Madras**, with 3+ years of experience across strategy, transformation, product, AI and Founder's Office roles. Experienced in driving cross-functional programs from problem definition and stakeholder alignment through execution, governance and measurable outcomes. Led a ₹3 Cr enterprise platform rollout for 1L+ employees across 7 teams, built and launched an AI prototype in 3 weeks, and currently driving growth operations for a YC-backed startup's global expansion. Strong at structuring ambiguous problems, establishing operating rhythms, tracking execution and working with senior stakeholders.

EDUCATION

MBA | **IIM Ahmedabad** (Grade: 3.27/4.33, PGP2 Grade: 3.58/4.33) *Jun'23 – Mar'25*
B.Tech| **IIT Madras** (Mechanical Engineering, Grade: 8.78/10) *Jun'17 – May'21*

PROFESSIONAL EXPERIENCE

Weekday (YC W21) | Founder's Office - Growth Operations *Aug'26 – Present*
GTM & Global Expansion *Bengaluru, India*

- Building and scaling growth operations for Weekday's **global market expansion**, establishing repeatable processes across client acquisition, outreach, candidate pipeline and conversion
- Built relationships with **25+ clients**, executed **1,000+ targeted outreach efforts** and developed a **100+ candidate interview pipeline** across priority international markets

Takshashila Consulting | Business Associate *Apr'25 – Jul'26*
AI-Driven Enterprise Transformation, CHRO's Office, Reliance Retail *Mumbai, India*

Program / Transformation Management

- Led design and rollout of a **₹3 Cr** enterprise platform to transform career progression for **1L+** employees, aligning key stakeholders across **7** cross-functional teams and delivering within a **6-month** timeline
- Accelerated time-to-market by building an **AI prototype** within **3 weeks**, enabling early **validation** and leadership **buy-in** for **scaled deployment**

AI-Led Business Transformation

- Strategized enterprise-wide transformation of **10+** workflows into AI-led operating models, embedding governance frameworks, guardrails, and scalable orchestration
- Delivered **~20%** efficiency gains by structuring and executing an AI-OCR strategy for **1L+** annual reimbursement transactions
- Led end-to-end problem solving from hypothesis to **4-week** PoC, achieving **~90%** accuracy and informing scale-up decisions
- Developed ML-driven workforce insights model (**~85%** accuracy) to identify burnout risk across **1.5L+** employees, supporting targeted interventions

Value Creation & Operational Excellence

- Improved process efficiency with **~50%** TAT reduction, **25%** accuracy uplift across **20K+** transactions via workflow redesign
- Identified **900+** optimization levers unlocking **~30 FTE** savings via structured time-motion studies across **9** sub-functions
- Evaluated **4K+** activities to identify **600** high-impact use-cases through bandwidth gains, feasibility and complexity assessments
- Prioritized **190** initiatives using **80/20** impact modeling, accelerating execution of the **enterprise automation** roadmap

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Reliance Industries | General Management Intern *Apr'24 – May'24*
Revenue Acceleration, Reliance Consumer Products Limited *Bengaluru, India*

Growth Strategy & Revenue Diagnostics

- Partnered with National Head to define the expansion roadmap for **12K+** outlets across **20** cities, unlocking **₹300 Cr**+ revenue potential
- Diagnosed the **sales funnel** across **3** phases and **9** steps, identifying **8** key bottlenecks across operational planning, pricing visibility, and order capture

Revenue Acceleration & Sales Transformation

- Drove development and rollout of a **sales execution app** for **400+** retailers, enabling structured beat planning, real-time price visibility, and digital order capture across **2** geographies
- Streamlined integrations with distributor management systems and executed **2 pilot rollouts**, improving sales throughput, seamless digitization and on-ground execution visibility

Vedanta Limited | Associate Manager — *Aug '21 – Mar '23*
Lead - PMO, Director's Office, Growth Projects — *Kalahandi, India*

Leadership & Recognition

- Fast-tracked to Lead - PMO within **7 months** under the VLDP, reporting directly to **Director - Growth Projects**
- Recognized with **Employee of the Month** for digitizing the tracking of **20K+** refinery supplies through dashboard automation
- Delivered **10+** CEO-level reviews for Group CEO & Chairman, synthesizing inputs across **20+** teams into actionable insights

Project Delivery & Value Creation

- Spearheaded a **$1M** EPC project to deliver **150+** material handling equipment across **25+** areas in the refinery, ensuring coordination across multiple internal & external stakeholders and adherence to timelines
- Reduced invoice processing TAT by **16%** across **20+ payments**, streamlining financial workflows and **accelerating** project **delivery** by **2 months**
- Managed **$30M+** project **cash flows** and drove closure of **28+ contracts** by aligning the needs of **5+** cross-functional **teams**

Execution Governance & Operational Excellence

- Coordinated an **80+** member team across **5+** project functions, ensuring alignment of internal teams, vendors, and contractors
- Monitored **critical paths** across **5+** packages and **50+** areas, driving **month-on-month progress** and mitigating **delivery risks**
- Built **5** automated dashboards to track project performance, enabling real-time decision-making and saving **50+** hours/month

Team Leadership & Capability Building

- Led onboarding of **50+** new recruits through **10+** structured induction sessions, building foundational capabilities across the growth projects function
- Mentored **2** interns to develop a centralized database of **15K+** project supplies, improving data access and tracking efficiency

SCHOLASTIC ACHIEVEMENTS

Research & Applied Problem Solving

- **Asia Book of Records**: Created the record for maximum number of robots (1/45) cleaning **750 sq. ft.**, demonstrating **scalable execution** aligned with the **Swachh Bharat** Mission
- Engineered a **Solar Desalination** system with **1000 L/day** throughput, optimizing the design for performance across **5 distinct** Indian climatic zones

Competitions & Recognition

- **National Semi-finalist** (Top **1/59** of **2000+** teams) in **Consulting Consortium** co-organized by IIM A, B, C, and ISB
- Selected for **Chairman Innovation Award** (Hindustan Zinc Limited), proposing **IoT** & **Robotics-based** use case for operational improvement
- **Finalist**: **1/8** out of **106** participants in the **PM** Infinity quiz held by **Product Management** Club, IIMA

SKILLS

- **Program Management**: Program Planning & Execution | Cross-functional Coordination | Roadmaps & Milestones | Dependency & Risk Management | KPI Tracking | Governance & Reviews | Executive Reporting
- **Transformation**: Process Improvement | Operating Model Design | Workflow Transformation | Change Management
- **Product & Technology**: Product Development | Requirements Definition | Agile/Sprint Coordination | AI/Automation
- **Stakeholder Management**: Senior Leadership Communication | Business–Technology Alignment | Cross-functional Collaboration | Structured Problem Solving
- **Tools**: Excel | PowerPoint | SQL | Jira | Power BI

INTERESTS

- Travelling
- Cricket
- Thrillers & Sci-Fi
- Sudoku

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