

### **Professional Summary**

Seasoned business professional with 10+ years of experience in functional and cross-functional roles across Finance, Strategy, Marketing and Analytics after a mid-career MBA in Finance and Strategy. Prior broad-spectrum quantitative expertise and intuition developed during a PhD in engineering and 10+ years of seller-doer hands-on mathematical modeling work in a small boutique consulting firm. Experienced with global, mid-size and entrepreneurial organizations.

### **Work Experience Detail**

#### **Hewlett Packard Enterprise, Austin, TX (Apr 2019-Present)**

Member of the Corporate level pan-HPE Market and Competitive Intelligence team within the Finance and Corporate Strategy function. Completed a variety of ad hoc projects. Supported the Account level Total Addressable Market process. Currently also serving as the assigned lead for HPE Software business.

#### **HP INC., Austin, TX (multiple roles, 2011 –2019)**

##### *Global FP&A Executive Analytics Lead, 2018 –2019*

Selected by VP to advance analytical capability in the Global FP&A organization.

- Assessed historical forecast accuracy by business unit and recommended directions for improvement.
- Developed a framework for the desired future state of FP&A Analytics.

##### *Business Finance M&A Integration Planning Team, followed by a BU FP&A role, 2017 – 2018*

Part of a small 2-4 person team managing all the business finance aspects of acquiring and integrating into HP Inc. a >\$1B revenue business which was in turn a carve-out from another global conglomerate.

- Primary BU Finance contact for 13 separate integration workstream leads across HP (e.g. Legal, IT, HR, R&D, Sales) and their support staff, managed individual expenses and headcount forecasts through multiple review and approval cycles, often weekly during intensive deal review periods.
- Led conversations and drove alignment across various Finance teams, Corporate Controllershship and EFR (Enterprise Financial Reporting) teams on various one-time GAAP / non-GAAP accounting issues, especially on BU-level P&L implications of the multi-year Technology and Real Estate investments identified by operational teams.
- Drove over \$100M reductions in dis-synergy through collaboration and persistence.
- Collaborated with and supported senior executives in a furiously fast-paced environment while dealing with ambiguity of intent, deadlines and ownership among stakeholders. Removed roadblocks through careful and accurate communication. Adapted to multiple roles as required in a dynamic environment.
- Interfaced directly with finance staff of a current competitor, across cultures and time-zones.
- After deal close, continued to drive efficiencies in the cost structure, collaborating with go-forward analysts and budget owners to establish and maintain controls to help meet profitability targets.
- Led the 5-year planning for new BU-related global function spend

##### *Business Planning Manager, 2015 – 2016 (divested to OpenText 5/2016 – 11/2016, returned Jan 2017)*

Part of a team of 4 directing business strategy work related to a \$500M line of revenue.

- Managed various sources of information including external analysts, aligned all internal stakeholders, including pan-HP Corporate team for market sizing and business planning
- Briefed the HP Software business GM's quarterly
- Mentored a junior member of the Planning team

## **Rajeev Jain, PhD, MBA**

### *Senior Financial Analyst – Mobility Telecom, IT, 2013 – 2015*

Held complete financial responsibility for a \$120M year category, including budget and forecast cycles, monthly and quarterly variance reporting, accounting integrity, MEC, accruals, and ad hoc analyses for senior management. Created and led a team of 7 Analysts in a VP-sponsored initiative for up-skilling US-based teams.

### *IT Business Consultant, 2011 – 2013*

Business Analyst in IT team using big data tools for e-commerce analytics and website personalization. Provided business direction to large global coding and testing teams, through several software development life cycles (SDLC) of a Hadoop and Vertica Big Data Analytics platform with clickstream data. Mentored a university hire PM and an early career BI analyst.

## **MU SIGMA (a Business Analytics Consulting startup), Austin, TX**

**2010 – 2011**

### *Senior Principal*

Oversaw broad portfolio management across US-based client relations and offshore project delivery. Managed client relations collaboratively with on-site project and sales teams. Collaborated with and directed the work of a large analytics delivery team based in Bangalore, India.

## **GSD&M (an Omnicom agency), Austin, TX**

**2008 – 2009**

### *Director of Analytics*

Recruited by the VP to help build accountability analytics capacity in a full-service (creative, media, and planning) advertising agency. After a premature departure of the hiring VP, led the evangelizing for value of analytics, holding over 100 meetings with various stakeholders in a few months.

## **DELL, INC., Austin, TX**

**2007 – 2008**

### *Finance Consultant*

Led the strategic planning in a Global Finance team related to Headcount and Facilities. Directed the data analysis for a high-impact (\$500M Opex reduction) global strategy proposal by an EVP for the CEO, leading to commitment of resources to refine it further into a strategic plan.

## **PRE-MBA EXPERIENCE**

- Provided a comprehensive business review of a failing \$18M revenue subsidiary business unit of an energy utility, spanning customers, market, financials, human resources, and operational aspects.
- Recruited, trained, and managed 5 Analysts and Programmers.
- Sold and executed on approximately \$500K/year of advanced scientific software product and consulting services for about 10 years as an employee and then as an independent consultant.
- Owned all R&D, Sales, Product Management, and Customer Support for a Software product.

## **EDUCATION**

**MBA – Finance and Strategy**, Stephen M. Ross School of Business, University of Michigan, Ann Arbor, MI

**PhD – Environmental Engineering**, Clarkson University, NY (Dissertation topic: Resolving conflicting resource management strategies through systems modeling)

**B. Tech. – Chemical Engineering**, Indian Institute of Technology, Delhi, India.

## **CERTIFICATIONS, TRAINING AND OTHER EXPERIENCE**

**Rajeev Jain, PhD, MBA**

- Elements of AI. University of Helsinki and Reaktor, 2019.
- Various Data Science online courses not formally certified, in progress.
- President of the Board of a non-profit org (Financial Literacy Coalition of Central Texas), 2016 – 2017.
- Leadership Training for Individual Contributors and Team Leads, HP Training Module, 2015
- LSS (Lean Six Sigma) Mentor certification by HP, 2015
- LSS Black Belt training (150 hours of online training at HP), 2014
- CSM (Certified Scrum Master) Agile Certification (software development method and philosophy), 2013
- FRM (Financial Risk Manager) – Certified by Global Association of Risk Professionals, 2010