ARUN KUMAR

+91-8130293769 | x24arunk@iima.acin | linkedin.com/in/arun-iima

Management consultant and strategy professional with 10 years across consulting, industrial operations, and public-sector advisory. Combines strategic advisory experience with hands-on operational leadership, from growth strategy and commercial due diligence to strategy execution, leadership reporting, and cross-functional program management.

PROFESSIONAL EXPERIENCE

Independent Consulting

Starship Advisors, USA | Management Consultant (Independent, via TMS Doyle) | Jun 2026 - Present

- Led buyer diligence for a potential acquisition of a US healthcare company, coordinating 700+ diligence questions across 7 senior stakeholders and driving cross-functional resolution, documentation, and legal review to deliver accurate, audit-ready responses.
- Partnered with the Strategy Head to shape and translate a $1B revenue strategy across 5 growth and cost-optimization levers into a board-ready narrative for executive leadership and board review.

Tahakom, Saudi Arabia | Management Consultant (Independent, via TMS Doyle) | May 2025 - May 2026

- Designed and operationalized a dedicated presales function from scratch, defining mandate, playbook, and governance, enabling structured qualification and pursuit of 100+ opportunities in one year.
- Built a business case for a SAR 13M opportunity, identifying a weak margin profile and profitability relying on overly optimistic assumptions, enabling leadership to avoid a poor capital allocation decision.
- Developed an end-to-end costing and pricing framework, from a standardized cost dictionary to a competitive pricing strategy, replacing ad hoc processes across ~60 annual opportunities.
- Program-managed a SAR 100M+ strategic bid, coordinating internal and external stakeholders to develop a coherent proposal, delivering a submission that received strong client recognition.

PwC Services LLP

Management Consultant, Sep 2021 - Mar 2024

- Led commercial and strategic due diligence for a ₹5,000 Cr enterprise by screening 100+ global targets to shortlist 15 high-potential acquisition and partnership candidates, directly informing leadership's inorganic growth strategy.
- Established a forward-looking technology pipeline for a global OEM by evaluating 50+ emerging technologies, enabling investment prioritization and facilitating 20+ executive-level engagements that seeded strategic partnerships.
- Served as a subject matter expert to MoRTH, advising Secretary-level stakeholders to formulate 10+ regulations, including EV battery testing standards, from technical drafting to enactment.
- Led end-to-end design and launch of Bharat NCAP, India’s national vehicle safety rating program, by defining the operating model, testing standards, financial framework, and organizational structure, driving a market shift where 36% of new vehicle sales now carry 4-5 star safety ratings.
- Coordinated India's largest mobility expo, Bharat Mobility Global Expo 2024, by engaging 200+ international exhibitors and visitors, managing end-to-end stakeholder outreach and logistics for a flagship government-industry event.

Maruti Suzuki India Ltd.

Project Manager, Sep 2017 - Aug 2021

- Drove end-to-end development of 15+ door-related components for the new Celerio model, by aligning engineering and supplier stakeholders from design to production readiness, contributing to the successful on-time vehicle launch.
- Localized material and structural analysis of competitor vehicles by identifying and qualifying a vendor, establishing quality standards and evaluation norms, resulting in ~₹60L annual cost savings previously lost to overseas analysis.
- Standardized a competitor benchmarking methodology across Suzuki India, Japan, and Indonesia, creating a master database used by engineers and designers across geographies to inform new vehicle development.

Hero MotoCorp

Operations Manager, Jul 2015 - Sep 2017

- Managed 50+ shopfloor workers as shift-in-charge, improving productivity by 12.5% through a JIT-based work content study and process redesign.
- Drove shopfloor capability by training 150+ new joiners on processes and skills, reducing consumable costs by 18% and rejection rates by 85% through standardized procedures.

EDUCATION

Indian Institute of Management (IIM), Ahmedabad | Master of Business Administration (MBA) | 2024 - 2025

National Institute of Technology (NIT), Jalandhar | Bachelor of Technology (B.Tech) | 2011 - 2015