NAVNEET KUMAR

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Professional Summary

Strategy and consulting professional with experience across EY, Nothing, Nestlé, and healthtech venture Qlinic. Identified ₹23M in revenue leakage, lifted market share 5%, and converted 60% of pilot clinics into paid subscribers. Applies problem structuring, root-cause analysis, GTM strategy, and unit economics to drive commercial growth.

Education

MASTERS' UNION — 2026- Present
PGP in Technology & Business Management | GPA: **3.54/4** | Co-Lead, MU Innovation Lab | CFA Level I Candidate — **Gurugram**

KIRORI MAL COLLEGE, UNIVERSITY OF DELHI — 2022-2025
Bachelor of Arts in Economics (Hons) | Top **15%** of Cohort | CUET UG: **99th Percentile** (14L+ Candidates) — **Delhi**

BISHOP SCOTT BOYS' SCHOOL (CBSE) | BRADFORD INTERNATIONAL SCHOOL (CBSE) — 2020-2022
CBSE Class XII (Commerce with Maths): **91.4%** (Rank 1/150) | CBSE Class X: **93.67%** (Rank 1/250) — **Patna**

Experience

QLINIC TECHNOLOGY | **Founder and CEO** | *(National Finalist, Ekathon by Eka Care at India AI Summit)* — Dec '25-May '26 — **Gurugram**

Strategy & Business Model
- Diagnosed clinic bottlenecks across **47** clinics via primary discovery, pivoting to a scalable healthcare data platform
- Conducted willingness-to-pay and competitive benchmarking to structure a **3-tier** value-based pricing model

Product Strategy & Commercial Growth
- Prioritized **40+** requirements via workflow mapping and stakeholder interviews to define a **5-module** roadmap
- Converted **60%** of target clinics into paid subscribers and scaled beta adoption **6x** via targeted GTM execution

Operations & Process Optimization
- Reduced patient wait time by **40%** across pilot clinics via predictive queue management and consultation tracking

Internships

NOTHING TECHNOLOGY | **Marketing Projects Intern (Received PPO)** — Sep '25-Nov '25 — **Gurugram**

Go-to-Market & Commercial Strategy
- Increased market share by **5%** during BBD sales via competitive benchmarking of pricing, promos, and visibility
- Recommended offline retail expansion after channel-performance analysis revealed stronger offline demand

Product Launch & Growth
- Drove Nothing Phone (3a) Lite GTM strategy, aligning launch calendars, POSM, and cross-functional teams
- Generated **2M+** organic impressions and set ROI-led campaign KPIs supporting projected **35%** YoY revenue growth

ERNST & YOUNG (EY) | **Business Consulting – Risk Intern** — May '24-Jul '24 — **Gurugram**

Transaction & Risk Analytics
- Supported identification of **₹23M** potential revenue leakage by analysing Excel data across **250K+** transactions
- Consolidated transaction and reconciliation findings into reports to assess financial exposure across payment processes

Process Mapping & Root-Cause Analysis
- Examined payment workflows to identify operational bottlenecks, manual interventions, and reconciliation gaps
- Identified redundant invoice-validation checks and manual activities as opportunities to streamline payment operations

Process Optimisation & Automation
- Recommended simplifying payment workflows and automating reconciliation to address identified process weaknesses
- Estimated a potential **15%** reduction in payment-processing turnaround time by comparing existing vs. proposed flows

NESTLÉ | **Sales and Marketing Intern** — Feb '24-Apr '24 — **Gurugram**

B2B Growth & Market Segmentation
- Raised B2B conversion **12%** by segmenting **2,500+** prospects via firmographics, prioritizing **4+** metro segments

Competitive Benchmarking & Channel Strategy
- Benchmarked **15+** D2C competitors across pricing, GTM, packaging, and distribution for category defense
- Recommended premium-channel expansion across HORECA and luxury retail via cost-benefit analysis

Projects

MASTERS' UNION DROPSHIPPING OUTCLASS (Afterhours) | *(E-Commerce Venture: Supply Chain, Unit Economics & P&L)* — Jul '26-Sep '26 — **Gurugram**
- Generated **₹2.5L+** revenue in **1.5 months** across Shopify (afterhour.store) and offline channels via omnichannel GTM
- Managed end-to-end vendor sourcing, inventory, finances, and unit economics, optimizing SKU margins and logistics

ARBOLUS TECHNOLOGY | *(Management Consulting Project: MVP Roadmap & Subscription GTM)* — Oct '24
- Shaped MVP roadmap by benchmarking GLG and AlphaSights and redesigning workflows with **12+** stakeholders
- Evaluated unit economics and recurring revenue levers to build a subscription GTM for consulting and PE clients

CONSUMER DATA ANALYSIS | *(Econometric Research Project: OLS Driver & Policy Analysis)* — May '24
- Built an OLS regression model on government data, identifying per-capita income as the key expenditure driver
- Explained state-level expenditure variance to formulate data-driven welfare allocation recommendations

Certifications
- McKinsey Forward Program (McKinsey & Co.): *Structured problem solving, adaptability, and executive communication*
- Strategy Consulting Virtual Experience (BCG): *Market sizing, hypothesis testing, and client recommendations*
- Excel Analysis (Coursera):*Data cleaning, pivot modeling, and variance analysis*

Achievements
- Selected as **National Finalist** at Ekathon by Eka Care during the India AI Summit for healthcare venture Qlinic
- Attained **99th percentile** in CUET UG (**712/800**), ranking among top candidates out of **14 lakh+** national applicants
- Awarded **CBSE National Certificate of Merit** in Business Studies for ranking in the top **0.1%** nationwide
- Recipient of **Raman Kant Munjal Foundation Scholarship** (Hero FinCorp, top **2%**) and **CFA Access Scholarship**

Leadership

TiE INDORE (11th TiE Global Summit) | **TGS100 Evaluation Team (Volunteer)** — Nov '26-Present — **Remote**
- Evaluating early-stage tech startups for **TGS100** (**2,000+** delegates, **20+** countries) on scalability, IP, and market potential
- Shortlisting high-potential ventures for VC/angel pitch by assessing unit economics, team strength,and traction

THE ECONOMICS SOCIETY, KIRORI MAL COLLEGE | **Head of Events** — Jun '23-May '24 — **Delhi**
- Led post-pandemic revival via operating frameworks, directing a **60-member** team across **25+** events for **10K+** guests
- Managed a **₹1.2M** budget for 'The Pareto Times,' securing sponsorships from Royal Enfield, Taco Bell, and LIC