

Gourav Parida

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PROFESSIONAL SUMMARY

Strategy professional with **4+ years** advising C-suite audiences across **Fortune 500** accounts. At EY's Center for Executive Leadership, led the CEO, CRO and CAE pillars — executive succession, effectiveness and board-dynamics analysis for Global Client Service Partners — and delivered flagship programs with INSEAD and Columbia Business School faculty. Now Manager — Strategy at a **₹350 Cr** logistics business, where I built its first operational analytics platform and the **operating KPI framework** leadership runs on. MBA (Finance & Strategy), XIMB.

EXPERIENCE

Ideal Global Solutions Pvt. Ltd.

Bhubaneswar, India

Manager Strategy & Business Excellence

April 2026 – Present

Led strategy, GTM and business excellence for a **₹350 Cr** logistics and construction-materials business (**106-vehicle fleet**); reported to the **MD** on commercial and operational decisions.

- Built the company's **first operational analytics platform** — **11 live modules** (fleet utilisation, plant loading, unit economics, fuel, customer concentration, compliance) used by leadership for weekly decisions.
- Defined the **operating KPI framework** the business now runs on — utilisation, on-time delivery, TAT, deadhead, payload fill, idle vehicle-days, demurrage and cost per MT — each with a fixed target and daily tracking; baselined **92% on-time**, **~80% utilisation**, **2.0-day TAT** and **16% deadhead**, and sized **56% unused capacity**.
- Surfaced a **41% single-customer concentration risk** by consolidating **35 fragmented records** into **23 true accounts**, exposing a dependency prior reporting had hidden.
- Built a formula-driven **freight cost and pricing model** (fuel, tolls, driver, tyres, R&M, EMI, insurance, compliance); used to quote **13 destinations** on a new Jharkhand corridor at **₹1,190–1,605/MT**, validated against realised lane rates.
- Quantified a **~105 km margin leak** between driven and billed distance on the top western corridor, and ranked all **107 fleet assets** on utilisation, trip frequency and MT/day — flagging **14 underperformers**.

EY Global Delivery Services India Private Limited (EY GDS)

Bengaluru, India

Assistant Manager (Aug 2024 – March 2026) | **Senior Analyst** (May 2022 – Aug 2024)

May 2022 – March 2026

C-suite advisory within the Center for Executive Leadership (CEL), producing executive intelligence for Global Client Service Partners across **Fortune 500 and F250** accounts; led delivery of **10+ global programs**.

C-Suite Advisory & Executive Intelligence:

- Led the **CEO, CRO and CAE pillars**, building executive-effectiveness analytics across **Fortune 500** leadership — tenure, background, appointment patterns and impact — using **BoardEx and RelSci**.
- Delivered **CEO succession and transition analysis** for a **Fortune 100** consumer account with the EY Americas Strategy & Transformation Co-Leader — board rationale for the exit, the incoming CEO's track record, leadership-team migration and competitive-share implications.
- Drove analysis behind **two published EY-Parthenon studies** on executive compensation and value metrics — **200–220** of the largest S&P 500 companies, **1,000+** compensation weights and **8,000+** earnings transcripts.
- Built and ran **Trigonometry**, an automated alerting app notifying GCSPs of CXO transitions and major M&A events across covered accounts.
- Led the **EY Alumni program** (2022–24), producing daily briefs mapping alumni relationships into Fortune accounts to open partner conversations across US CH2 accounts.

Executive Program Leadership:

- Ran end-to-end delivery of **3 flagship programs** — Future of CRO (with **INSEAD and Columbia Business School** faculty), Advisor in Residence and Organisational Transformation — drawing **200+ participants** across F250 companies.
- Spearheaded the **Advisor in Residence (AiR) program**, coordinating **24+ senior advisors** and contributing to **\$108M+ revenue** YTD FY25 against a **\$582M pipeline**.
- Managed **5+ parallel workstreams** under tight timelines, mitigating delivery risks for **100% on-time** execution.

Benchmarking, Analytics & Executive Reporting:

- Ran **20+ benchmarking and competitor studies** across **5+ industries**, identifying efficiency and cost levers to inform C-suite decisions.

- Built an automated tracker benchmarking **700+ global organisations** on financial performance, cost structure and market positioning using Capital IQ, Mergermarket, BoardEx/RelSci and Factiva.
- Developed **100+ executive presentations** and **20+ performance and cost dashboards** for **10+ senior leaders** across competitive analysis, benchmarking and GTM priorities.
- Deployed **5 GenAI tools** (AWS Bedrock, Amazon Q, MS Copilot, AlphaSense AI, EY AI) with advanced prompt engineering, cutting deliverable turnaround **~40%** and saving **8+ hours/week**.

Atyati Technologies

Bengaluru, India

Summer Internship - Business Analysis and Planning

April 2021 – June 2021

Supported GTM strategy for a Supply Chain Financing platform targeting **10+ NBFCs** and **500+ MSME borrowers**; contributed to launch across **10+ geographies** and onboarding of **10+ lender partners**.

- Led a **15+ member team** to prototype a marketplace uniting lenders, buyers and sellers, delivering the **PRD and investor pitch** for launch.
- Delivered product solutions to institutional and corporate clients; grew the India customer base **+25%** by converting **2 NBFCs** and **3 MSME corporations**.

Elan Academy

Remote, India

Product Management Intern, EA Foreign Language

November 2020 – February 2021

Ran market and user analysis across **3+ foreign-language segments** to support product investment decisions.

- Diagnosed a **30%+ uninstall spike** on the Ed-Tech Play Store app using **FMEA and RCA**, identifying **2 root causes** that informed a product roadmap decision.
- Improved **UX measures 25%** through richer user feedback, solution synthesis and faster iteration; ran 1 marketing campaign at **120% ROI**.

AWARDS AND RECOGNITION

EY Global Delivery Services India Private Limited (EY GDS)

- Promoted to **Assistant Manager within 2 years**.
- Awarded EY **“Pursuing Innovation”** (FY24) for pioneering high-impact workstreams — Organisational Structure Analysis, Future CRO and Advisor in Residence.
- **SPOT Award** for complex VC and start-up analysis across Healthcare and Digital teams, supporting multiple GCSP requests.
- Awarded **LA Value Champion** for strengthening client connect with sector managers and GCSPs across US CH2 accounts via alumni analysis and bespoke research.

EDUCATION

XAVIER INSTITUTE OF MANAGEMENT, BHUBANESWAR (XIMB), Bhubaneswar, India

CQPI – 6.53

Master of Business Administration – Business Management (MBA-BM)

July 2020 - April 2022

RAVENSHAW UNIVERSITY, Odisha, India

Percentage – 71.36%

Bachelors in Physics (B. Sc)

June 2016 – June 2019

SKILLS AND PLATFORM

Core Skills: C-Suite Advisory & Executive Intelligence | Executive Succession & Leadership Analysis | Strategic Program & Project Management | Benchmarking & Competitive Analysis | Cost & Operational Analysis | Executive Presentations & Strategic Frameworks | Cross-functional Stakeholder Engagement

Executive Intelligence Platforms: BoardEx | RelSci | Capital IQ | Mergermarket | Factiva | AlphaSense | EYQ

Tools & Platforms: Python & Streamlit (designed and deployed a production analytics platform) | SQL | Power BI (dashboards, KPI and cost-driver tracking) | Excel (financial modelling, comparables, benchmarking – advanced) | PowerPoint | AWS Bedrock, Amazon Q, MS Copilot

CERTIFICATIONS

Lean Six Sigma Green Belt (KPMG India) | Advanced Valuation and Strategy — M&A, Private Equity and Venture Capital (Erasmus University Rotterdam) | Financial Markets (Yale University) | AWS Certified AI Practitioner AIF-C01 | EY Artificial Intelligence — AI Engineering (Bronze) | Excel Skills for Business (Macquarie University)