

Tanay Tewar

(669) 588-7683 | tanaytewar@tamu.edu | linkedin.com/in/tanaytewar/

EDUCATION

Texas A&M University, Mays Business School

Master of Business Administration

College Station, Texas

December 2025

Gujarat Technological University

Bachelor of Engineering in Information Technology

India

August 2020

EXPERIENCE

3B Group

Cincinnati, Ohio

Summer Intern, Consulting

June 2025 – August 2025

- Uncovered about \$2.5M in projected revenue opportunities by designing a phased entry strategy for Saudi Arabia, UAE, and Qatar, leveraging alignment with the \$500M+ Saudi Vision 2030 sports development budget
- Built cash flow and valuation models, revenue projections and cannibalization projections for real estate and ecommerce clients, resolving inefficiencies that cut operating costs by 12%
- Drove end-to-end product development, aligning teams to deliver a solution that cut time-to-market by 20%
- Assessed and mitigated launch and competitive risks for a VC deal flow startup by strengthening the go-to-market strategy, accelerating projected launch time by about 20%
- Streamlined procurement and supply chain for a real estate client, cutting costs 9% and improving delivery timelines.

Laavaan

San Jose, California

Product Strategy and Growth Consultant

March 2023 – June 2024

- Cut time-to-market by 22% by implementing a product-led growth model with a freemium GTM strategy
- Developed pricing strategy using Value-Based Pricing, to increase previously predicted earnings by 37%
- Led pre-seed fundraising, securing \$110K by building valuations, financial models, and growth projections that anchored the investor pitch

Xoxoday

India

Program Manager

March 2022 – October 2022

- Led cross-functional collaboration across 7 teams to drive product development, using Agile Scrum Methodologies
- Formulated innovative B2B SaaS solutions, by leveraging machine learning to implement dynamic customer segmentation to increase sales by 14%
- Streamlined training by setting up a Learning Management System (LMS) to achieve a 77% reduction in knowledge transfer times for new employees while also sharing best practices and resources, boosting productivity by 25%

KMK Consulting

India

Associate

March 2021 – February 2022

- Led B2B SaaS and consulting initiatives with US clients, driving 10% revenue growth through strategic enhancements, product improvements and by decoding user needs with stakeholders, leading to improved customer service
- Executed 3 successful product launches reducing time for analysis of over 270 million records of sales data by 87% and boosting sales by 30%, also enabling the client to take more informed, data driven decisions
- Actively contributed to knowledge-sharing sessions that empowered team members to enhance their skills, resulting in a more capable and versatile workforce

LEADERSHIP

Aggies in Business

USA

Development Manager

September 2024 – Current

- Built consulting teams to drive growth for 3+ small business through strategic advisory and execution.

SKILLS

Hard Skills: Strategy, Product Management, Project Management, Client Management, Change Management, Consulting, Competitive Analysis, GTM Strategy, Market Research and Sizing, Corporate Finance, Capital Markets, Valuation, Private Equity, Financial Modelling, Financial Analysis, Accounting, Compliance, Procurement, Operations and Supply Chain, Process Improvement, Problem Solving, Business Analytics, Data Visualization, Excel, PowerPoint, PowerBI/Tableau, Python, SAS, SQL, R, Gen AI Tools

Soft Skills: Critical Thinking, Adaptability, Teamwork, Written and Verbal Communication, Decision Making, Leadership, Stakeholder Management, Negotiation, Empathy, Storytelling, DEI, Executive Communication, Analytical Thinking

Work Authorization: Do **not** need sponsorship - Green card holder, Permanent Resident with Work Authorization