

Atul Kumar Kar

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EDUCATION

Texas A&M University, Mays Business School <i>Master of Business Administration (Finance Track)</i> <i>Master of Science in Analytics</i>	College Station, Texas May 2026 May 2026
Kalinga Institute of Industrial Technology, School of Computer Engineering <i>Bachelor of Technology in Computer Science and Engineering</i>	Bhubaneswar, India September 2019

EXPERIENCE

Fractional (via Runway Services) <i>Venture Strategy - Business Development</i> <i>Client - Fractional Venture Studio</i>	San Francisco, California June 2025 – Present
- Led outbound outreach to C-level and senior finance and operations leaders for 3 early-stage ventures (Cost Pilots, 10Four, Groundtruth), securing discovery calls to validate product-market fit - Customized messaging based on industry verticals (logistics, healthcare, energy), contributing to refinement of go-to-market strategy and objection handling - Analyzed lead feedback trends to extract product-market insights, helping accelerate GTM timeline by 10x	
Deloitte <i>SAP Consultant, Enterprise Performance</i> <i>Business Technical Analyst, Enterprise Performance</i>	Kolkata, India May 2022 – March 2024 August 2019 – May 2022
- Enhanced operational efficiency by 20% (¥6.3M savings projected using Excel cost-savings model) by implementing SAP frameworks to integrate manufacturing and logistics into centralized import/export workflow - Conducted data analysis and validation to engineer 4 automated interfaces for Accounts Payable and Receivables data, leveraging SAP for error detection and ensuring seamless integration of interfaces into existing workflows - Resolved accounting errors by 40% by building an automated SAP solution for mass reversing accrual errors, providing actionable insights to client stakeholders to prevent future discrepancies - Led a team of 5 members in Data migration to successfully transfer 500K+ records critical for client operations - Adapted to shifting deadlines, collaborating weekly with 4 practice leaders to present data migration results, high-level plans, and tailored presentation decks on quantitative variances using Excel pivot tables and advanced charts - Supervised a team of 4 to build credit card reconciliation interface (Affirm & Stripe, 8+ enhancements), improving financial tracking efficiency by 30% for a leading US fitness client - Tailored outbound sales order documents to tailor reporting to LATAM, Romania, and Qatar regions for a US IT solutions client by conducting requirement analysis and customizing SAP sales order programs - Transformed financial tracking for 6.1M+ customers of a British MNC by developing 5 customer ledger interfaces - Achieved 90% improvement in revenue recognition for US IT Solution's Russian subsidiary by creating a custom SAP tool for IT services revenue reporting and tracking, adapting to Russian reporting standards - Boosted sales growth by 15% for Fortune 150 Japanese Media & Entertainment MNC by creating a Sales and Planning (SPEED) system incorporating Excel and SAP for sales forecasting and scenario analysis	

SKILLS & INTERESTS

Technical Skills: SAP ABAP, SQL, Excel, PowerPoint, Power BI, Tableau, Statistical Analysis Software (SAS)

Certifications & Training: Global Governance Initiative (GGI) - Impact MBA Scholar 2024 (<10% selection rate) (GGI is a skill enhancement firm led by former BCG Consultant and advised by former McKinsey & Co. Partner)

Awards: 1 time Deloitte Applause Award and 6 times Deloitte Spot Award Recipient

Interests: Stock Market Investing, Basketball (Varsity Team), Playing Music (Performed at 15+ events)