ARYAN OCHANI

Chicago, IL 60601 | (312) 284-7809 | aochani@ChicagoBooth.edu | linkedin.com/in/aryan-ochani/

EDUCATION

THE UNIVERSITY OF CHICAGO BOOTH SCHOOL OF BUSINESS Chicago, IL

Master of Business Administration *Sep 2026 – Jun 2028*

- Achievements: 1898 Merit Scholar; GMAT: 760 (99th Percentile)
- Clubs: Booth AI Group, Booth Technology Group, Booth Outdoor Leadership Development, South Asia Business Group
- Concentrations: Applied Artificial Intelligence, Marketing Management, Strategic Management, and Entrepreneurship

BIRLA INSTITUTE OF TECHNOLOGY AND SCIENCE (BITS) PILANI Goa, India

Bachelor in Chemical Engineering (Honors); Minor in Finance *Aug 2018 – Jul 2022*

- Achievements: Institute Bronze Medalist (equivalent to Summa Cum Laude), Rank 1 of 200 students in Finance Minor

EXPERIENCE

BOSTON CONSULTING GROUP (BCG) Mumbai, India

Sole hire from a pool of 300+ prospective candidates at BITS Pilani to secure the 'Associate' offer

Consultant *Aug 2025 – Aug 2026*

- Pioneered $1B IT services player's transition toward an AI-native services portfolio by analyzing 1M+ deals and 300 AI native startups in Manufacturing to identify emerging agentic use-cases with strong market demand
- Architected industry-first, 8-agent solution to drive agentic process automation in Manufacturing, collaborating with AI architects, forward-deployed engineers, sales, and delivery leads to close $15M deal with $5B US manufacturer
- Secured $10M in contracts by formulating India GTM strategy and partnering with 20 key dealers for a $3B Japanese manufacturer entering the $10B Indian heavy machinery market; handpicked as sole consultant for cross-office staffing
- Reduced supply chain waste by 30% by integrating used-machine dealers into client's operations, enabling circular supply chain
- Executed $5M in operational cost reductions for a $1B Indo-Japanese industrials leader by redesigning warehouse racking and leading supplier negotiations, yielding 30% warehouse savings and best-in-class secondary freight rate

Senior Associate *Aug 2024 – Jul 2025*

- Devised multi-year digital roadmap alongside CTO for $3B electricals leader; presented to senior stakeholders and aligned business heads and function leads across 80 potential projects to target 20 priority initiatives totaling $25M in realizable value
- Drove 30% productivity uplift across 1,000-employee sales force by leading a 10-member cross-functional team of engineers, architects, and sales leaders to design, roll out, and integrate sales BI dashboard into daily national leadership reviews
- Achieved $20M in sales (4x YoY, highest-ever in product category) through aggressive marketing of emerging innovative product; influenced CEO and CMO to re-allocate $5M marketing budget to rural states, doubling consumer brand awareness to 20%

Associate *Aug 2022 – Jul 2024*

- Unlocked $10M in margin uplift for $4B European software reseller by launching an AI-led pricing engine that standardized pricing decisions across 100,000 products; drove adoption via in-person workshops with 20 sales and delivery heads in Europe
- Generated $12M in consulting revenue across three global projects by co-creating IP with BCG's pricing practice leads; boosted deal win rates by 10% for BCG India's largest TMT account by re-designing the pricing journey and leveraging IP
- Governed design and delivery of an industry-first contact center tech for a $30B Indian private bank as Product Manager and primary liaison with Cisco; deployed in record three months, servicing 50K+ new customers and boosting deposits by 40%
- Improved CSAT by 50% and slashed customer call wait times by 60% by re-architecting client's automated phone banking system

ADDITIONAL

- **Skills:** Claude Code, SQL, Tableau, Power BI, Alteryx, Python, n8n agentic workflows, Figma, Jira, MS Office (Power Point, Excel)
- **Personal AI Project:** Coded and self-hosted Indian version of strategy board game 'BANG!', iterating with 1,000 in-game simulations; shipped 15+ playtested releases with final version reaching 100+ monthly users *(https://dishoom.aochani.workers.dev)*
- **PM Case Winner**: Diagnosed why 62% of AI meeting assistant's 4M enterprise seats sat idle, prioritized and designed "Pre-Brief," a pre-meeting recap with personalized action steps, projected to retain 125K seats and $7M ARR specially amongst light-user persona
- **Competition:** Directed FC Barcelona team strategy by analyzing match possession from tracking and homography data *(ongoing)*
- **Leadership:** Led BCG's recruitment for two undergrad programs; coached candidates and achieved 100% yield from 25 offers
- **Interests:** Traveling (31 countries), Surfing (8 surf trips across Asia), Gaming (former competitive FIFA player), Formula 1