

LAKSHMI KAILAS

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P.O. Box 222031, Al Ain, UAE

EDUCATION

CIMA	CIMA Advanced Diploma in Management Accounting Chartered Institute of Management Accountants (CIMA), UK (2011) <ul style="list-style-type: none">▪ Secured global top rank in examination (CMGA), May 2011▪ Cleared the CIMA Strategic level exams, November 2011
MBA	Post Graduate Diploma in Management (MBA equivalent) Indian Institute of Management Bangalore, India (2007-2009) <ul style="list-style-type: none">▪ Exchange student at European Business School, Germany on scholarship
MMS	Master of Management Studies Birla Institute of Technology & Science, Pilani (BITS), India (2002-2006)
School	Class XII – Indian School Certificate, 2002 (School First Rank – 94.4%) Class X – ICSE, 2000 (School Third Rank – 93.2%) <ul style="list-style-type: none">▪ Recipient of the prestigious All India National Talent Search Scholarship (NTSE)

WORK EXPERIENCE

Teaching	<i>Associate Instructor, New York University Abu Dhabi, UAE</i> <i>Mar 2023 – Present</i> <ul style="list-style-type: none">▪ Assisted Faculty in the delivery of course material to students and supported academic operations of the Business, Organizations and Society program, Division of Social Science
Research	<i>Research Assistant, Higher Colleges of Technology, UAE</i> <i>Apr 2022 – Aug 2022</i> <ul style="list-style-type: none">▪ Collated and processed banking data for conducting research
	<i>Research Assistant, UAE University, Al Ain, UAE</i> <i>Mar 2020 – Jan 2021; May – Oct 2021</i> <ul style="list-style-type: none">▪ Performed research tasks including data collection, data analysis, literature review, manuscript writing and other related tasks▪ Mined data using KNIME, a data analytics platform▪ Co-authored research paper titled “Analyzing a Decade of Wind Turbine Accident News with Topic Modeling” in <i>Sustainability</i>, 2021 (MDPI)
Teaching	<i>Part time Adjunct Faculty, Manipal University, Dubai, UAE</i> <i>Mar 2016- May 2016</i> <ul style="list-style-type: none">▪ Taught MBA students subject related to Finance
	<i>Part-time Guest Lecturer, Bharathidasan University, Al Ain, UAE</i> <i>2013-2019 (many sub-periods)</i> <ul style="list-style-type: none">▪ Taught B. Com and MBA students subjects related to General Management and Marketing
Business Analysis	<i>Business Analyst, SunTec Business Solutions Pvt. Ltd., London, UK</i> <i>Jul 2010 – Jul 2011</i> <ul style="list-style-type: none">▪ Identified and analysed the business requirements for implementation of a Strategic Billing program at a top tier UK Bank; supported client in the documentation of the low-level requirements and also prepared the solution design document presented to the client▪ Acted as the interface between the client and the offshore team; performed several support activities to meet aggressive timelines to complete project deliverables▪ Developed a case study of an implementation project at a East European Bank
Investment Banking	<i>Graduate Analyst, Corporate Finance, Royal Bank of Scotland, Hong Kong</i> <i>Aug 2009 – Feb 2010</i> <ul style="list-style-type: none">▪ Assisted in the preparation of marketing material for clients, including analysis of trends in Indian cement sector and identification of acquisition opportunities▪ Prepared a Request for Proposal for an equity offering of an Indian power major
	<i>Summer Intern, Corporate Finance, ABN AMRO Bank, Mumbai, India</i> <i>Apr 2008 – May 2008</i> <ul style="list-style-type: none">▪ Identified acquisition targets in the Latin American and Australian iron ore mining sector
Treasury Services Operations	<i>Team Leader, JP Morgan Services India Pvt. Ltd., Mumbai, India</i> <i>May 2006 – May 2007</i> <ul style="list-style-type: none">▪ Led a team of 5 members in the Treasury Service Operations catering to JPMC Bank, Mumbai; dealt with Local clearing operations, Foreign Currency remittances and Term Deposits▪ Assisted in the migration of the Treasury Service Operations from JPMC Bank to the Global Service Centre, including documentation of the standard operating procedures

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ONLINE COURSES/ CERTIFICATES

Online Course	▪ Certificate of completion of “Getting started on the Data Strategy”, <i>Udemy (Oct 2022)</i>
Certificates	▪ “Advanced Proficiency in KNIME Analytics Platform”, <i>KNIME (Apr 2021)</i> ▪ Qualified UGC NET (University Grants Commission - National Eligibility Test for Assistant Professor), <i>India (Nov 2016)</i>

PROJECTS & RESEARCH (MBA)

Client Projects	▪ <i>Horticultural Dept., Karnataka, India</i> - Recommended process improvements for Karnataka Govt’s irrigation project impacting several farmers ▪ <i>Henkel AG, Dusseldorf, Germany</i> - Suggested future strategy for “Schauma” , a popular German hair care brand, by developing a new marketing mix in collaboration with their Marketing Department ▪ <i>Search (NGO), Bangalore, India</i> - Proposed marketing strategy for SEARCH’s training programmes and identified general training needs faced by NGOs for their organizational development activities through primary research techniques
Academic Research Projects	▪ Explored the basics of credit derivatives and studied their impact in risk management, especially in Indian banks ▪ Studied the prospects and challenges and recommended steps to strengthen the Indian retail credit rating capability ▪ Suggested a revamped advertising strategy to increase footfall at a dance school (SDIPA, India)

LEADERSHIP & POSITIONS OF RESPONSIBILITY

Organizing skills	▪ Management Association Students Committee member: of ‘Controlz’ responsible for operations, scheduling and infrastructure for ‘Interface-2005’, the Annual management convention of BITS Pilani, India ▪ Group leader , Department of Backstage Operations, BITS Pilani, India: involved in managing the infrastructure and logistics requirements of the various cultural and stage events, during the inter-university festivals from 2002 to 2004 ▪ Member of Centre for Entrepreneurial Leadership (CEL) , BITS Pilani, India: involved in the sales and marketing services for the programmes and business plan competitions conducted by CEL in 2006 ▪ Instituted Prefect at school for 4 years (1999 to 2002) based on leadership qualities ▪ Core member, Infrastructure and hospitality dept., Final placements 2008, IIM Bangalore, India: managed a team of 20 volunteers
Volunteering	▪ Assisted the Marketing team , Trading Department, at Oxfam , Oxford, UK for organizing the Bookfest-2010, a nationwide Oxfam event to raise funds ▪ Taught the less privileged sections as a volunteer for the educational initiative ‘Gyanbodh’, ‘My India’, Pilani, India