

# HARSHIT SANDHIR

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## EDUCATION

CARNEGIE MELLON UNIVERSITY, TEPPER SCHOOL OF BUSINESS Pittsburgh, PA  
Master of Business Administration – **MBA (STEM DESIGNATED)** **GMAT: 760/800** 5/24

- **Concentrations:** Business Technologies, Strategy, Organizational Behavior
- **Leadership:** Business & Technology Club (*VP of Prof. Dev*), Data Analytics Club (*VP of Education*)
- **Technical Project Work:** Analyzed functionality of DomRock's (Brazilian company) AI-based products to enhance operational scalability and user segmentation leading to increased revenue and market share

BIRLA INSTITUTE OF TECHNOLOGY AND SCIENCE (BITS) PILANI Pilani, India  
Bachelor of Engineering in Computer Science 5/17

## EXPERIENCE

ORACLE (Oracle Cloud) Bengaluru, India  
Senior Member of Technical Staff 7/17 – 7/22

- **Technical Program Management:** Defined goals and deliverables to improve key performance metrics for yearly Oracle Keynote Event. Analyzed data using SQL to implement a Grafana dashboard to track metrics and led weekly stress test meetings with cloud teams resulting in 10x improvement in provisioning time and better time to market.
- **User Engagement:** Analyzed user feedback and needs to drive the development of a Unified Platform system. This enhanced Oracle Cloud's User Experience by consolidating all cloud resources under a single user console. Ensured minimal customer impact through timely notifications and user guides.
- **Customer Focus:** Persuaded internal stakeholders to launch data privacy cloud features for UK Government client and feature delivery under tight deadlines. Led to increase in Oracle's presence in Europe and recognition by UK Product Head for demonstrating Oracle's 'Put Customer First' value.
- **Project Management:** Designed and spearheaded the migration of customers from legacy to microservice cloud infrastructure. Secured buy-in on the design from all 7 cloud engineering teams and ensured high reliability and scalability by guiding end-to-end pre-production testing.
- **Client Management:** Drove the development of a business solution for a cloud partnership between Tencent (Chinese Conglomerate) and Oracle, leading to Oracle's entry in to the Chinese market. Resolved integration issues with Tencent onsite to help close the \$3MM deal.
- **Hiring Leadership:** Certified 'Bartender' – Drove hiring decisions with Senior Managers and VPs by leading decision-making panels across all divisions of Oracle for 60+ candidates.

Member of Technical Staff

- **Process Improvement:** Improved the quality and reliability of cloud billing system by identifying root cause of billing inaccuracies in the US and India accounts. Implemented changes to ensure timely revenue recognition. Honored with 'Super Achiever award' for demonstrating teamwork & resilience, leading to accelerated promotion.
- **Technical Operations:** Devised a cutover strategy for upgrading customer's cloud resources resulting in zero downtime. Successfully Implemented a phased rollout for 10k customers saving hundreds of hours of customer impact.

## INTERNSHIPS

SAMSUNG - Global Strategy Group Seoul, South Korea  
Global Strategist Intern 7/23 – 8/23

- **Data Analytics:** Analyzed technical feasibility of orchestration and automation tools in Open Access Networks and made implementation recommendations leading to improved process efficiency.
- **Technical Scalability:** Identified key drivers and technical needs to scale Samsung's R&D infrastructure in the 6G and 7G space. Enhanced technical capabilities resulting in 2x ROI for client.

CABME (cab-sharing startup) Pilani, India  
Co-Founder and Chief Technology Officer 8/14-10/15

- **Product Development:** Led app and web site development for a cab sharing service targeted to students. Captured 50% of target customers and helped students save time and money.
- **Product Improvement:** Incorporated feedback from cab vendors & students to the website and app. Successfully onboarded an additional 20% vendors by addressing accessibility concerns.

## ADDITIONAL INFORMATION

- **Technical Skills:** Java, SQL, Python, R, AWS, Terraform, Tableau, APIs, Figma, Agile, JIRA, AI/ML
- **Certifications:** GenAI Career Essentials (Microsoft), Digital Product Management (Darden), Digital Transformation (BCG), HBS CORE – Business Foundations (Harvard Business School)