

APARAJITA AGARWAL

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EDUCATION

- Doctoral Student, Management Department, Wharton, University of Pennsylvania** 2019-2025
- MBA, Indian Institute of Management Bengaluru, India**
▪ Focus subjects: Strategy and Operations, Final CGPA 3.54/ 4.00 2008-2010
▪ Exchange student at Kenan-Flagler School of Business, University of North Carolina
- MSc (Tech.) Information Systems, Birla Institute of Technology and Science, Pilani, India** 2001-2005
▪ Gold Medalist, #1 of 900+ students, scored the highest grade 'A' in all 45 courses, Final CGPA 10.0
▪ Top 10% of class (900+ students) in all Advanced Mathematics courses
▪ Summer associate at Bhabha Atomic Research Center
- Higher Secondary Education (Class XII), Indian Certificate of Secondary Education (ICSE)** 2001
▪ Focus subjects: Mathematics and Sciences, Final grade 94.8%

RESEARCH INTERESTS

- Strategy for impact, social and economic development in emerging markets
- Impact investments, Impact-driven Entrepreneurship & Sustainable business models

PUBLICATIONS

- "Mobile money as a stepping-stone: Overcoming institutional voids in emerging economies through enabling technologies" (with Valentina Assenova). Forthcoming in *Organization Science*

PROJECTS IN PROGRESS

- "Resilience at the base of the pyramid: Digitization and entrepreneurial response to crisis in Indian micro-ventures" (with Tyler Wry, Wharton)
 - Survey of 950 entrepreneurs across 200 villages in India in collaboration with Grameen Foundation India
- Role of competition and collaboration in building STEM innovation pipeline: Randomized Control Trial in Colombia, Latin America (with Vanessa Burbano, Columbia Business School and Natalie Carlson, Wharton)
- Impact strategies in base of pyramid markets: Evidence from field-experiment in India (in design phase)
- Entrepreneurship through collective action: Evidence from self-help groups in India (with Valentina Assenova)
- Impact investments and innovative activity in clean-tech start-ups (with Tyler Wry, Wharton)
 - Data collection underway

RESEARCH AWARDS AND GRANTS

- Winkelman Fellowship, awarded to one Wharton doctoral student e 2023
- Goldberg Barclay Fellowship (Awarded to one student at UPenn each year for research in entrepreneurship) 2021
- MACK Institute Research Fellowship, \$29000 2021
- Global Innovation Fund, \$9000 (with Tyler Wry) 2021
- Center for Leadership and Change Management Research Grant, \$9529 (with Tyler Wry) 2020

TEACHING ASSIGNMENTS

- Recitation instructor and Teaching Assistant for MGMT 101 (Foundational course for undergraduates) 2022
- Speaker at Wharton Global Youth Program, Essentials of Impact Finance (Wharton Social Impact Initiative) 2021
- Teaching Assistant for Global Strategy for Executive MBA Course (Managing the Enterprise, MGMT 613) 2021

CONFERENCE PRESENTATIONS

- Conference for Field Experiments in Strategy, London, Sep 2022
- Academy of Management Conference, Seattle, August 2022
- Alliance for Research on Corporate Sustainability, Milan, June 2022
- Strategic Management Society Virtual Toronto Conference – Sep 2021

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INVITED CONSORTIA/ WORKSHOPS

- Trans-Atlantic Doctoral Conference, London May 2023
- Rising Stars Workshop, Stanford University May 2023
- Medici Summer School in Management Studies, HEC Paris May 2022

SERVICE IN ACADEMIA

- Board member, MACK Innovation Doctoral Association 2019-Present
- Member, Organizing Committee, Wharton Innovation Doctoral Symposium (WINDS) Conference 2020-2023
- Student Coordinator, Wharton Management PhD Admissions 2021

LEADERSHIP ROLES

- Directly managed mid-sized teams of 2-3 members and led cross-functional teams of 10 in industry 2010-2019
- Coordinator, IIM Consulting Club, ICON; coordinated industry projects, managed planning & execution 2008-2010

INDUSTRY EXPERIENCE

Senior Product Manager at Amazon, India & UK 2017 - 2019

- Responsible for building machine learning based solutions to drive automation and self-service in small businesses
- Led strategic initiatives for driving innovation in Kindle and Books business in the United Kingdom

Manager of Category Management at Amazon Seller Services Pvt Ltd, India 2016 – 2017

- Owned initiatives for expansion and bringing small sellers on Prime Now platform

EA to Chairman (Adi Godrej) and General Manager, Corporate Strategy at the Godrej Group 2013 - 2015

- Innovation and expansion in emerging markets
 - Identified initiatives to drive excellence in international business operations; Led cross-border effort to drive synergies in product ideation, innovation & development across Asia, Africa & Latin America
 - Studied market and regulatory landscape in Africa; Created market entry strategy for hair cosmetics to serve West, East and South Africa; Created business plan & got approval for USD 20MM investment
- Business advisor to Chairman on strategy, financial performance & business processes

Consultant at the Boston Consulting Group 2010- 2013

- Led strategy consulting projects in financial services, Technology & communication, and industrial goods

Senior Software Engineer at Yahoo! Development Center Pvt Ltd. 2005-2008

AWARDS AND HONOURS

- Aditya Birla Scholarship at IIM Bangalore for both years, Awarded to only 10 students across all Tier-1 management institutions country-wide 2008-2009
- Gold Medalist at BITS Pilani (#1 out of 900 students) 2005
- Merit Scholarship at BITS Pilani, Complete Tuition Fee funded for 4 years 2005
- One out of ten high potential leaders selected for Godrej Fellows 2014-16, a leadership development initiative; Led a diverse group of managers from across the Godrej group to promote innovative ideas 2014-2016
- Nominated for Transcend, leadership development program at Amazon 2018

PROFESSIONAL SKILLS AND CERTIFICATIONS

- Adept at R, excel based analyses, working on large datasets, power point presentations and document writing
- Experience across consumer and retail industries, e-commerce, and internet technology

EDITORIAL RESPONSIBILITIES

- Editor, Contemporary Content for Tejas@IIMB, the first of its kind knowledge portal among Indian business schools
 - Editor, BITScan and Tech-Know, annual magazines of BITS Language Association and Information Systems Association
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