

Jawahar Naidu

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PROFILE

Master in Management candidate at ESSEC Business School (Grande Ecole, Top 5 Europe – *Financial Times*), combining a B.Tech in Computer Science with hands-on experience in digital operations, data analysis, and cross-functional project delivery. At PandaECE, I drove digital transformation across 30+ SME clients – coordinating teams, building management dashboards, and cutting production time by 40% via GenAI automation. I also built Adopt, a live GenAI-adoption tool now used as a working proof of concept for AI-enablement roles. Fluent in both business strategy and technology, I bridge the gap between analysis and execution. Rigorous, proactive, and quickly operational in new environments.

PROFESSIONAL EXPERIENCE

Digital Strategist & Operations Lead — PandaECE, Bengaluru

May 2024 – Mar 2025

- Led digital transformation projects for 30+ SME clients – scoped requirements, coordinated cross-functional teams, and ensured on-time delivery across all active engagements.
- Built weekly Power BI dashboards tracking KPIs across the full client portfolio – adopted by leadership as primary tool for resourcing and strategic decisions.
- Integrated GenAI tools into client workflows, reducing production time by **40%** and scaling output without additional headcount.
- Managed onboarding for new clients and team members: structured briefings, documentation, and tool adoption follow-up.
- Automated administrative reporting processes, eliminating manual overhead and improving team responsiveness.
- Coordinated across commercial, operations, and technical teams to resolve integration blockers and ensure consistent delivery quality.

PHP Developer & CRM Specialist — PocketLite, Bengaluru

Dec 2023 – Mar 2024

- Developed PHP backend systems and customised CRM workflows; integrated REST APIs and optimised database queries for production use.
- Maintained structured records and provided cross-team technical support to ensure systems ran reliably and on schedule.

EDUCATION

Master in Management (MIM) – Grande Ecole — ESSEC Business School, Paris

2025 – Present

Top 5 Europe – Financial Times ranking

- Modules: competitive strategy, financial modelling, change management, project management, business intelligence, digital transformation, organisational behaviour.
- Key deliverables: Zipcar post-acquisition strategy (*distinction*), Domino RH GTM feasibility study, AwareLiving PropTech SaaS analysis.

B.Tech Computer Science & Engineering – Honours — REVA University, Bengaluru

2021 – 2025

Algorithms, data structures, full-stack development, AI/ML fundamentals, databases, REST APIs

PROJECTS

Adopt – GenAI Adoption Companion — [adopt-eight.vercel.app](#) – [github.com/Jawahars07/adopt](#)

2026

- Built a live Next.js/React/Claude app that turns a work task into a qualified GenAI/Copilot adoption case: fit score, recommended tool, ready-to-paste prompt, adoption guide.
- Designed a feedback-weighted retrieval + evaluator-optimizer loop that rewrites underperforming prompts – a working data-flywheel proof of concept.

Rta Living – AI Smart Home Platform — [rtaliving.com](#) – personal project

2025 – Present

- Designed an AI-powered smart home product (IoT sensors, personalisation engine) and managed the full lifecycle solo: roadmap, brand identity, technical architecture, live deployment.

Zipcar Post-Acquisition Strategy — ESSEC – Competitive Strategy

2025

- Delivered distinction-level strategic analysis: 3 market positioning scenarios using Porter's Five Forces, VRIO, and European market segmentation.

SKILLS

Business & Analysis: Competitive strategy • Financial modelling • Power BI • Market analysis • GTM strategy • Process optimisation

Project & Operations: Cross-functional coordination • Calendar & stakeholder management • Onboarding • Agile delivery • Jira • Notion

Technology: React • Next.js • Python • PHP • REST APIs • SQL • Git • Microsoft 365 (Teams, Outlook, Excel, SharePoint)

Languages: English C1 (fluent) • French A1 (actively learning) • Hindi (native) • Telugu (native)

Seeking a 12 or 24-month apprenticeship (alternance) – available from September 2026