

# SHANTANU JAHAGIRDAR

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## EXPERIENCE

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**Senior Program Manager - Founder's office** July 2025 - Present  
**TravelStack Tech Limited (TravelPlus)** Gurugram, IN

- [Process improvement] Leading internal genAI adoption across finance, invoicing, operations and HR business functions - automating manual workflows through data pipelines and intelligent dashboards. Built and deployed interfaces, Slack bots, email automations, and meeting assistants.
- [Operations] Redesigned end-to-end invoice collection workflow by automating vendor outreach (emails, WhatsApp and AI calling), shrinking the operations team from 12 to 2 while maintaining filing compliance of 97%
- [Finance] Driving preparation for IPO readiness of TravelStack Tech Limited - ranging from KPI review for DRHP, process optimization, preparation of investor facing business models and decks among other strategic initiatives
- [Operations] Working on OH optimization, efficiency improvement within the credit team, along with identifying process gaps. Reduced excess payments being made by 80%, by pre-generating payable numbers for finance teams

**Senior Associate - Pricing CoE [B2C/B2B]** July 2022 - June 2025  
**Bain & Company** Gurugram, IN

- Automated dynamic pricing and revenue management model [Travel/Premium cruises brand]:
  - Developed pricing strategies and assisted in creating ML models based on historical passenger data to automate weekly pricing decisions and provide recommendations, ahead of client's IPO.
  - Identified of itineraries with price leakages, enabling the revenue management team to increase margins by 37%.
- Price setting - IP for B2C pricing:
  - Contributed to the development of a web-based tool, that categorizes SKUs based on expected margins.
  - Developed an optimizer to suggest pricing techniques based on product classification and competitor data.

**Research Intern - MITACS** May 2021 - July 2021  
**York University** Toronto, CA

- EEG data analysis for seizure detection:
  - Worked on energy efficient processing of neuro signals for detection of epileptic seizures, using ML algorithms.

## EDUCATION

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**B.Tech - Electrical and Electronics Engineering** July 2018 - June 2022  
Birla Institute of Technology, Mesra CGPA: 8.89

## SKILLS

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**Business & Strategy** Corporate Strategy, Operations Management, Process Automation, Financial Modelling  
**Technical Skills** *Data Analysis:* SQL, Tableau, R, PySpark, A/B Testing  
*Software Development:* Python, Django, ReactJS, CI/CD Pipelines

## ACHIEVEMENTS

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**Accolades at Bain:** Recognized with the "Spirit of BCN" Award (2024) for exceptional performance, along with "Star Award for Outstanding Innovation (2023)." Consistently ranked among the top performers firm-wide.

**MITACS Globalink Scholar:** Receptient of the prestigious and highly selective MITACS Globalink fellowship, jointly awarded by Indian and Canadian government, to pursue a 12 week research internship at a Canadian University.

## OTHER PROJECTS

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**Visa Wiki:** Wiki crafted to help Indian passport holders plan vacations to other countries - a one stop shop for all visa application and immigration requirements, updated using official sources.