

VANDIT KUMAR

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Strategy consultant with 6+ years across corporate strategy and PE due diligence. Built market and competitive models on a \$2B take-private, identified \$200M in procurement savings and redesigned field operations delivering 30% labor cost reductions – leading analyst teams and working with C-suite stakeholders and PE sponsors.

Skills – Financial Modelling, Commercial Due Diligence, Operations Transformation, GTM Strategy

WORK EXPERIENCE

BAIN & COMPANY

2024 – 2026 | Toronto, Canada

Senior Consultant

- Led an enterprise cost optimization program for a North American utilities client, **identifying ~\$200M in sustainable run-rate savings** on a \$1B P&L through process redesign and procurement initiatives
- Developed Canada market entry strategy for a \$500M European FMCG company, **mapping retail and DTC distribution channels**, segmenting consumers and **recommending priority SKUs to lead entry**
- Designed and launched a field operations pilot for an energy client to rebuild crew scheduling and execution, **delivering ~30% labor cost reduction**
- **Assessed customer and competitive positioning** for a \$360M healthcare integrator target, validating OEM exclusivity as a durable moat; findings directly informed growth outlook and IC thesis
- Led due diligence on a successful **\$2.5B logistics platform take-private**, building market sizing, competitive dynamics and growth scenario models

Senior Associate (Fast-tracked, top 5% of cohort)

2019 – 2022 | New Delhi, India

- Developed portfolio strategy for a FORTUNE 500 global beverage conglomerate entering India's craft beer segment, sizing whitespace, mapping distribution channels, and **building a 3-year GTM investment roadmap**
- Led diligence analysis on a **\$120M takeover of the largest pet supplies retailer in India**, covering customer segmentation, category-level growth drivers, and competitive benchmarking
- Conducted channel and brand analysis on a \$1.2B acquisition of a leading sports equipment manufacturer, **assessing retail vs DTC channel mix and brand equity in key markets**

UNITED AIRLINES

2018 – 2019 | New Delhi, India

Associate Analyst – Financial Planning & Analysis

- Built **route-level profitability models and network economics** analyses that informed fleet deployment decisions across United's international network
- Developed scenario models evaluating **route entry/exit economics, capacity reallocation, and seasonal capacity flex** used by the network planning organization

EDUCATION

Rotman School of Management, University of Toronto – MBA, 2024 | Toronto, Canada

- Member of Business Analytics and Consulting Club

College of Business Studies, University of Delhi – BMS, 2018 | New Delhi, India

- Member of Quiz Club and Marketing Society

SKILLS & INTERESTS

- Proficient in Tableau, Alteryx, SQL
- National-level Snooker and Pool player – ranked among India's Top 20; Completed 3 international marathons