

# Sameer Mehta

## MBA

## PRESENT ADDRESS

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## PERMANENT ADDRESS

S-452  
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## LANGUAGES

Hindi: mother tongue  
English: fluent  
Dutch: basic  
French: basic

## DATE OF BIRTH

10 August 1983

## NATIONALITY

Indian

## EDUCATION

- 2008 - 2009 **Rotterdam School of Management (RSM), Erasmus University, The Netherlands**  
Master of Business Administration in Strategy  
*Dean's honors list*
- 2008 **London School of Economics and Political Science, London, UK**  
Certificate program in Essential Statistics for Econometrics and Accounting  
*Overall grade: A+, Top 2% of class*
- 2001 - 2005 **Delhi College of Engineering, New Delhi, India**  
Bachelor of Engineering - Electronics and Communication  
*Graduated in first class; Recipient of Dr. J K Pal memorial best student award in 2004*

## PROFESSIONAL EXPERIENCE

- 2010 - present **ROLAND BERGER STRATEGY CONSULTANTS, Amsterdam, The Netherlands**  
One of the world's leading strategy consultancies (Independent partnership)  
**Senior Consultant**
- 2009 - 2009 **LIBERTY GLOBAL, INC., Amsterdam, The Netherlands**  
Global media major, European properties include UPC and Chellomedia (NASDAQ: LBTYA)  
**Strategy and Corporate Development Summer Associate (June - September' 2009)**  
- Presented a cross-departmental strategic growth plan for the broadcast operations division that was spread over multiple operating companies across Europe to the senior management team
- 2005 - 2008 **UTSTARCOM, INC. (PERSONAL COMMUNICATIONS DIVISION), Mumbai, India**  
Global telecommunications equipment provider to telecom operators (NASDAQ: UTSI)  
**Product Management / Strategic Marketing, South Asia HQ, Mumbai, India (2007 - 2008)**  
- Initiated a strategic marketing program to create price targets for UTStarcom's Ultra Low Cost (ULC) mobile handset portfolio development for emerging markets  
- Established a new Taiwanese original equipment manufacturer partnership that resulted in three new products being inducted in to UTStarcom's global product portfolio  
- Introduced an altered packaging plan that resulted in a 20% cost saving for the ULC product line  
**Product Marketing, Mobile Handsets, South Asia HQ, Mumbai, India (2006 - 2007)**  
- Launched India's first co-branded Pocket PC with Reliance Communications, managed a US\$100k marketing budget  
- Conducted sales training for >150 corporate sales managers across India  
- Partnered with multiple stakeholders (including Microsoft, Qualcomm and Sling Media) to organize joint participation in trade shows  
**Sales and Key Account Management, Bangladesh (2005 - 2006)**  
- Launched UTStarcom handset brand and operationalised new business from scratch, achieved sales of US\$7.5m following an operator bundled business model  
- Managed telecom operator's (Citycell - SingTel concern) procurement, product approval and secondary distribution teams consisting of >500 distributors all across Bangladesh
- 2002 - 2005 **IOTA SQUARE, New Delhi, India**  
Training and collaborative online learning platform provider  
**Co-founder**  
- Conceptualised and built one of India's most popular student portals - www.dctech.com  
- Signed with leading newspaper 'Hindustan Times' for primarily ad based monetization model  
- Speaker at Stanford University's Asia Pacific Student Entrepreneurship Summit in 2005

## ADDITIONAL CERTIFICATIONS

- 2008 - French language DELF A2 certification, Alliance Francaise  
2008 - Dutch language A1 certification, Language and Training Centre, Erasmus University

## HONOURS & AWARDS

- 2009 - Selected to represent RSM at the 14<sup>th</sup> IESE/Roland Berger Case competition in Barcelona  
2008 - TATA Golden Jubilee Foundation scholarship for higher education (MBA)  
2006 - CEO's recognition for being a top achiever among 5,500 global employees at UTStarcom

## EXTRACURRICULAR ACTIVITIES

- 2008 - Executive Board, RSM MBA Sailing Club  
2007 - Authored and published report titled "Wheelchairs in India - 'Abling the disabled'" to assess the existing wheelchair market and recommend low cost product alternatives  
2005 - President and Co-founder, Asia Pacific Student Entrepreneurship Society Chapter, Delhi  
2004 - World Bank youth committee member for CAS (Country Assistance Strategy) report, India  
2003 - 2005 - Joint Secretary, Delhi College of Engineering Student Council

## INTERESTS

Travel and Photography - Have motored the world's three highest mountain passes