

# Kushagra Goyal

(979) 344-0483 | kushagra.goyal@tamu.edu | [LinkedIn](#) | [Portfolio](#)

## EDUCATION

### Texas A&M University, Mays Business School

Master of Business Administration; GPA (4.0 / 4.0)

Master of Science in Analytics (STEM); GPA (4.0 / 4.0)

College Station, Texas

May 2026

May 2026

### Vellore Institute of Technology

Bachelor of Technology in Electrical & Electronics Engineering; GPA (3.9 / 4.0)

India

June 2021

## EXPERIENCE

### Hewlett Packard Enterprise

Product Management Intern & Co-op, Hybrid Cloud

Houston, Texas

May 2025 – Present

- Developed pricing analytics toolkit for \$7B+ Private Cloud AI portfolio, revealing SKU-level margin improvements of up to 18% and reducing time to quote by 30%
- Analyzed sales funnel by taking ownership of 200+ compute, storage, network and infrastructure modules, identifying \$75M revenue upside through catalog standardization and cross-sell strategies
- Benchmarked competitive pricing of AI-optimized NVIDIA compute instances across AWS, Azure, and Dell, uncovering price gaps up to 37% and driving ROI-focused realignment

### ZS Associates

Associate Consultant, Insights & Analytics

India

July 2023 – May 2024

- Directed sales strategy transformation for \$70B Client by solving complex operational challenges in contract expirations across 2600+ key accounts, refining \$1.4B in contracts
- Executed Go-To-Market strategy for \$5B Client by conducting financial modelling on 5700+ key accounts, revealing \$200M revenue potential and optimizing 120-member Sales Business Unit
- Implemented end-to-end Incentive Compensation Reporting System for Fortune 500 client, accelerating operational excellence by reducing timelines by 50% across 6 BUs in US, Canada & LATAM markets
- Led, coached, and developed 25-member cross-functional team across 15+ people engagement initiatives, boosting global employee satisfaction rates by 40% and reinforcing inclusive team culture

Associate, Insights & Analytics

February 2021 – June 2023

- Supervised product lifecycle management of Omnichannel Marketing Solution by collaborating with engineering and technology teams, driving \$175M projected revenue growth across 5 market segments
- Headed offshore commercial analytics team for \$300M Client by developing innovative Tableau dashboards with 50+ custom visualizations, enhancing sales performance insights across 4 BUs
- Conducted Salesforce Targeting, Alignment, and Sizing for 140+ sales reps by applying data analytics on 29,000 high-potential customers, surfacing top 20% accounts and revealing \$250M revenue potential
- Oversaw IC Plan Design and Quota Setting for 10+ sales roles across 5 geographies through KPI tracking and hands-on problem solving, producing 300+ monthly deliverables for leadership
- Organized 25+ Team-Bonding Events, 5 Recognition Programs, and 3 Global Leadership Visits through capacity planning of 140+ team members, driving 15% drop in employee attrition

## LEADERSHIP

Business Outreach for Leadership & Diversity (BOLD) – President

October 2024 – Present | Texas

MBA Association (MBAA) – Former Students Chair

October 2024 – Present | Texas

Aggie Honor Council – Separation Appeal Panel Member

January 2025 – Present | Texas

Aggies in Business (AiB) – Strategy Consultant

October 2024 – Present | Texas

### Adarsh Women's Polytechnic

Trustee, Head of Administration and Head of Academics

India

March 2020 – Present

- Empowered 1100+ women from marginalized backgrounds through educational reforms, driving 40% rise in program completions
- Established 120+ industry connections across employer engagement networks, achieving 60% growth in student placements

## SKILLS, ACTIVITIES & INTERESTS

**Technical Skills:** Python, SQL, Power BI, Tableau, RStudio, JIRA, ETL Tools, SaaS, Generative AI, ML, LLM, MS Excel (Advanced)

**Awards:** Summa Cum Laude, Forté Fellow, Merit Scholarships, Won National Case Competitions, ZS Tangible Impact Award

**Coursework:** Predictive Analytics, Services Marketing, Operations Management, Lean Six Sigma, Corporate Finance, M&A Valuation

**Activities:** AWS Certified Cloud Practitioner, Google Ads Top Marketer, Power Module for SAE Race Car (Springer Publication)

**Interests:** Community Volunteering, Web Development, Travel, Self-Defense, Latin Dance, Cooking, Squash