

ARVIND TOGRA

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EDUCATION

HULT INTERNATIONAL BUSINESS SCHOOL

Master of Business Administration, Strategy

Dubai, UAE

Aug 2026

- Dean's List. Hult Prize; IIMA Dubai Crisis Management Competition; Consulting Club; Volleyball Club.

DEENBANDHU CHHOTU RAM UNIVERSITY OF SCIENCE AND TECHNOLOGY

Bachelor of Technology, Mechanical Engineering

Murthal, India

2011

EXPERIENCE

SPARK MINDA

Lead, Corporate Marketing Planning

Noida, India

Oct 2022 – Sep 2025

- Developed and secured leadership approval for LTS 8.0, an INR 17,500 crore (about US\$1.8 billion) FY2030 organic-growth roadmap from an achieved revenue base of about INR 5,056 crore (US\$525 million), across five business verticals, 174 product offerings, 4,000+ programs and 29 plants.
- Analysed a financially relevant subset of 1,500+ business combinations; established that about 17% generated 80% of revenue and used a revenue-versus-contribution-margin matrix to assign growth, benchmark, turnaround, maintain and exit actions.
- Designed a 23-parameter commercial-recovery framework that secured about INR 100 crore (US\$10 million) in customer-approved recoveries in FY2024–25, including about INR 90 crore invoiced and collected, protecting portfolio margin.
- Led the Salesforce Sales implementation for 150+ users and a Zoho-based RFQ and costing platform that improved the win rate from 18% to 40%, costing accuracy by 37% and response time by 70% against the FY2022–23 baseline.
- Supported five targeted customers to order stage, three new-product groups into production, approval of a joint-venture plant, and the exit of a loss-making business with INR 150 crore (about US\$16 million) of annual revenue after recovery actions.
- Led four direct reports and performance governance across a 90+ person marketing organization.

DENSO HARYANA

Head of Sub-Section, Corporate Planning

Gurugram, India

Apr 2020 – Sep 2022

- Led rolling five-year plans, annual and revised operating plans, monthly forecasts and performance reviews across two plants, four business groups, 18 business units and 32 products.
- Built the INR 5,500 crore (about US\$570 million) FY2022–23 annual operating plan, integrating revenue, volume, pricing, mix, profitability, cash flow, expenses, labour, inflation, depreciation, investment and break-even sales.
- Developed a five-year plan targeting 1.7x revenue and 2.5x profitability growth; governed about 80 risk-mitigation and profit-improvement actions and supported a realised improvement in break-even-point sales from 79% to 72%.
- Governed about INR 400 crore (US\$41 million) of annual capex and redirected about INR 60 crore (US\$6 million) toward new capabilities; recommended rejecting unnecessary fuel-pump capacity and supported approval of additional SMT and inverter capability.
- Applied downside-scenario, sensitivity, volume-price-mix, capacity, cash-flow and profitability analysis, enabling about 10% avoidance of projected expense and labour-cost growth.
- Automated planning and reporting for about 20 contributors, cutting consolidation from at least a week to about five minutes, and final report generation to about 15 minutes once inputs are complete.

MOTHERSON GROUP

Deputy Manager, Business Strategy

Noida, India

Mar 2017 – Mar 2020

- Executed long-term business plans, evaluated inorganic-growth opportunities, implemented synergy strategies and integrated an acquired business in Spain.
- Evaluated the business framework and developed the long-term plan for a recently completed greenfield project in Pondicherry, India.
- Consolidated the hard-metal vertical and coordinated planning and execution across four businesses at five Indian, two European and one American location.

POLY MEDICURE

Senior Engineer, Operational Strategy

Faridabad, India
May 2016 – Feb 2017

- Reported to the Executive Director and led a five-person operational-excellence team supporting six manufacturing facilities.
- Corrected the injection-molding OEE measurement from 65% to 50%, then helped improve actual OEE to 72%, deferring additional-machine purchases until required.

BHARAT GEARS

Senior Engineer, Operational Excellence

Faridabad, India
Apr 2013 – Apr 2016

- Completed year-long value-stream mapping, VAVE and business-process improvement programs with Eaton and Anand Group; supported a business-level risk assessment and prepared a successful ACMA award submission.

LEADERSHIP & ACTIVITIES

AVYFIN

Independent venture: an AI tool for investment research

India
Apr 2026 – Present

- Architecting a multi-agent system, in Python on cloud virtual machines, that automates financial analysis and investment research for India and the Global South.

GLG AND INFOLLION

Expert network member

Remote
2026 – Present

- Advise clients on strategy and operations, drawing on twelve years in the automotive industry.

SKILLS & INTERESTS

Strategy and finance: corporate, growth and portfolio strategy; business planning; scenario planning; M&A and post-merger integration; P&L, cash flow and capex governance; pricing and commercial recoveries.

Transformation: business and digital transformation; performance governance; operational excellence; cross-functional program leadership.

Applied AI: multi-agent tools in Python; AI-assisted product building; workflow automation.

Technical: Advanced Excel, Power BI, Tableau, Salesforce Sales Cloud, Zoho, SAP ERP, Python.

Certifications: Introduction to Management Consulting (Emory University, 2026); Finance of Mergers and Acquisitions: Valuation and Pricing (University of Illinois Urbana-Champaign, 2026); Agile Project Management (Google, 2026); Operations Excellence (Rutgers University, 2026).

Languages: English (full professional), Hindi (native).

Interests: volleyball, table tennis.