




Neil Dalal

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PROFESSIONAL EXPERIENCE

Hitachi, Ltd.

Tokyo, Japan

Japanese multinational corporation with prowess in technology and infrastructure (listed with market cap of ~US\$110B)

Specialist, Product Development

Apr'24-Present

Trainee, Product Development

May'22-Mar'24

Member of Overseas Team of Hitachi's Transportation & Control Systems Division responsible for operations of Japanese train network, including their bullet trains – responsibilities include developing tech for domestic and global markets

Key Achievements

- Promoted from “Trainee” to “Specialist” ahead of tenure; given responsibility to lead projects for international markets
- Selected as 1 of 19 team members to be Hitachi's representative for developing business relations and negotiating deals between Hitachi, and the companies and the Government of Country Y
- Consistently rated in top 10% of employees as per annual appraisal cycle – attained all Key Performance Indicators
- Received MVP award (formal corporate recognition) for establishing an English learning Club for 100+ employees
- Delivered lecture on, “Barriers to Globalization at Hitachi”; 3/5 proposed solutions are currently under implementation

Select Highlights

- Develop front-end code for Hitachi's product worth \$100M for international markets; this involves understanding the customer's requirements, leveraging expertise in multiple programming languages, and implementing product testing
- Revamped Hitachi's existing Japanese market product to create a competitive for 50 additional countries – product now has dynamic parameters that can be easily customized as per country's operating preferences and trends
- Identified and fixed a critical flaw in the workflow of product development; enabled detecting 50% more product defects at earlier stages thereby reducing the development cost by 66% and increasing the quality of the product

3Y Ventures LLP (Tag8)

Mumbai, India

Global track and trace solutions company that secures valuables and “Makes Finding Smarter”

Senior Manager (focus area: Product Development, Business Expansion, Supply Chain Management) Aug'21-Mar'22

- Led product team of 5 employees; this included hiring talent, and training in soft and technical skills
- Led launch of products in 8 countries through implementation of global strategy, particularly US, UK, and Australia
- Developed an automated inventory management software to optimise inventory for 100 product SKUs across 50 Amazon warehouses located worldwide; provided an additional \$100,000 in cash-flow every month
- Saving 80 man-hours of work every month to date by automating monthly shipment plan for each warehouse
- Automated and simplified several systems/workflows; in current use for their entire range of products worldwide

EDUCATION

Indian Institute of Technology (IIT), Bombay

2016-2021 | Mumbai, India

Bachelor of Technology (B.Tech.) – Electrical Engineering & Minor – Computer Science

9.2/10 CGPA

Master of Technology (M.Tech.) – Electrical Engineering, specialization in Communication and Signals

10/10 CGPA

- Secured top All India Ranks in highly competitive national engineering entrance exams: Ranked 333 out of 150,000 candidates in JEE Advanced (99.77 percentile) and 263 out of 1,300,000 candidates in JEE Mains (99.98 percentile)
- Received full-time job offers after each internship: i) Sony Corp. ii) JPMorgan Chase iii) SpeEdLabs (EdTech firm)
- Awarded Undergraduate Research Award: Published a paper in the prestigious IEEE journal with 15+ citations and 1000+ views; Received a Job-offer from Arista Networks, for the high-quality research and outstanding results
- Internship Coordinator | Institute Placement Team: Awarded a Special Mention in a team of 21, for outstanding contributions; built and fostered relations with leaders across 50+ firms and professors across 20+ global universities
- Teaching Assistant for EE 679 - Speech Processing: upskilled performance of 50+ students by collaborating with the instructor and helping conduct weekly lectures
- Awarded US\$5,000 scholarship by PACE for ranks secured in national exams; featured on front page of Bombay Times

EXTRA CURRICULARS

- Co-Founder | Sahayak (Family-run Charitable trust): Create solutions for causes related to Food, Education and Healthcare in & around Mumbai; set-up a self-sustaining system donating 100 meals, every single day, for the last 3 yrs
- Freelance Consultant: Assisting small international businesses with trade in Japan; most recent project - successful deal for an American toy company with a Japanese partner at the International Tokyo Toy Show (Aug, 2024).
- Japanese language: Completed and received certificates for all the 4 levels of ICI approved Step-Up Nihongo eSUN course - total of 350 hours; able to carry out daily conversations and activities in Japanese, medium business fluency
- Completed a 180 hour, 10-day course to fully learn the technique of Vipassana Meditation; been practising it daily
- Trained professionally in Badminton under National Sports Organization (NSO) and an IIT Bombay Hostel Badminton General Championship Player - Chosen unanimously from among 120+ other competitors
- Interests: Competitive Chess (rated 2000 on Lichess), Mountaineering (climbed Mt. Fuji recently), Scuba-diving