

**Name:** Malay Krishna

**Designation:** Associate Professor

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### **Qualifications**

- Education: Malay completed his MBA from Vanderbilt University (USA) and his 5-yr Integrated M.Tech from IIT Delhi
- Areas of Competence and Interest: Strategy, Analytics, Services
- Academic Courses taught: Business Policy and Strategy, Assessment and Development of Managerial and Administrative Potential

### **Experience**

- Work Experience: Malay has worked at PNC Bank (5th largest US Bank) as Senior Vice President and Director of Strategic Marketing Research and Competitive Intelligence. He was recruited into PNC from McKinsey & Co. (USA) where he was an associate. Prior to McKinsey, Malay worked for Citibank in Mumbai, London and New York in various capacities.
- Consulting Experience: At McKinsey & Co., Malay served a diverse set of clients on various strategic issues, ranging from strategic growth options (organic and inorganic) to operations effectiveness. More recently, Malay has consulted with a select set of clients in the area of marketing analytics

### **Research and Publications**

#### **Additional Information**

- Memberships (of professional and academic bodies/forums): Member of the Society of Competitive Intelligence Professions
- Awards and Recognition: Member of the MBA Honor Society Beta Gamma Sigma, TEC best-student award at Vanderbilt University

Brief Resume in word doc to be uploaded (not mandatory)