

Tejas Hendre

Partner Consulting • Business Analysis • Process Improvement • Enterprise Systems

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Summary

Partner consulting and business analysis professional with experience supporting European fashion brands at Zalando and private-market intelligence at PitchBook. Combines Salesforce partner operations, BI-based commercial analysis, cross-functional problem resolution, and workflow improvement.

Professional Experience

Zalando SE | *Europe's Leading Online Fashion Platform, 27 Markets*

Berlin, Germany

Partner Consulting Intern, Fashion Brand Consulting

Jan 2026 to Apr 2026

- Resolved **40+** **Salesforce partner cases** spanning catalogue, inventory, billing, contract, and compliance blockers that were holding up partner listings and trading.
- Assessed prospective Partner Program brands on assortment, pricing, digital presence, and market positioning, producing structured evaluations for senior review ahead of onboarding decisions.
- Analysed GMV, NMV, pricing, and stock performance in **MicroStrategy** and prepared the KPI reports and executive updates senior managers used in partner business reviews.
- Supported account planning, forecast and budget inputs, and expansion and cross-sell follow-ups under senior supervision, including temporary coverage of colleagues' case queues.
- Coordinated Legal, Finance, IT, ZPS, and Partner Care to move partner-lifecycle and Connected Retail cases past contract, logistics, and technical-onboarding blockers.
- Presented Gemini and workflow-automation use cases to the team, mapping recurring manual routines to an **estimated opportunity of up to 15 aggregate team hours weekly**.

PitchBook Data, Morningstar | *Private Markets Data & Intelligence*

Mumbai, India

Data Analyst

Mar 2023 to Aug 2024

- Researched and validated **270+** **private companies monthly** and **3,000+** **cumulatively** across VC, PE, M&A, SaaS, GenAI, and ClimateTech.
- Synthesised funding, investors, executives, transactions, and competitive positioning into company profiles institutional clients used to screen targets and assess competitive position.
- Reduced research turnaround from **48 to 24 hours** by restructuring workflows and integrating AI-assisted research with quality controls.
- Produced research supporting institutional investment and commercial due diligence connected with **\$800M+ in transactions**.
- Collaborated with Product, Engineering, Sales, and QA to improve enterprise data quality and workflow consistency.

Earlier Experience

2022 to 2023

Nestle India, *Corporate Affairs & Sustainability Intern* | **Infra.Market**, *Category Management Intern*

Projects

- **Job Copilot, AI-Assisted Workflow System:** Specified fit logic, evidence checks, risk flags, and human-approval gates; completed **62/62 acceptance tests** and corrected two scoring failures through regression testing.
- **Salesforce Insurance CRM Transformation | ESCP Team Project:** Contributed to an AI-enabled CRM business case projecting **EUR 1.6B net benefit across 45M customers**.

Education

ESCP Business School | *FT #4 European Business School*

Madrid & Berlin

MSc in Digital Project Management & Consulting | **GPA: 3.70/4.00**

2024 to 2026

French Grade de Master / DEAMIE

Imperial College Business School | *QS #2 World, #1 UK & Europe*

London, UK

Summer School in Business Strategy & Consulting | **50% Scholarship**

2021

D. G. Ruparel College, University of Mumbai

Mumbai, India

Bachelor of Management Studies, Finance | **CGPA: 8.33/10**

2017 to 2020

Skills & Certifications

Business & Commercial: Business Analysis, Partner Operations, Process Improvement, Commercial Analysis, Stakeholder Coordination, Research & Synthesis, Business-Case Modelling

Enterprise Systems & Analytics: Salesforce CRM, CRM Workflows, MicroStrategy, Microsoft Excel, KPI Analysis

AI & Workflow Exposure: ChatGPT, Claude Code, AI Output Evaluation, Google Apps Script, n8n & APIs (Basic)

Languages: English (C2), Hindi & Marathi (Native), Spanish (B1), German (A1 to A2), French (A1)

Credentials: McKinsey Forward, Google Project Management, CS50 HarvardX, Lean Six Sigma Green Belt (Simplilearn), INSIDE LVMH, CAPM (In Progress)

Leadership & Interests

- **HPAIR Delegate & Impact Challenge Winner:** Selected among **180+** international delegates at Harvard University.
- **Rotaract Club Co-Founder:** Scaled the organisation from **8 to 40+ members**, launched **10+** social-impact projects.
- **ESCP Student Ambassador:** Supported Career Services at career fairs and employer events engaging **50+ companies**.
- **Interests:** PADI-Certified Scuba Diving, Salsa & Bachata Dance, Finance & Markets, E-sports, Formula 1