

Tejas Hendre

AI Operations • Workflow Automation • Enterprise Systems • Partner Consulting @ Zalando SE

Berlin, Germany - tejas.hendre@edu.escp.eu - linkedin.com/tejashendre - [View Portfolio]

Core Competencies: Workflow Automation • AI Operations • Enterprise Systems • Operational Analytics

Summary

Enterprise Systems and AI Operations Specialist bridging technical execution with commercial strategy. Expert in deploying scalable digital workflows, containerized automation pipelines, and CRM optimizations to eliminate manual overhead, improve data hygiene, and drive corporate efficiency.

Professional Experience

Zalando SE

Intern Partner Consulting (Brand Consulting) - Modern Team

Berlin, Germany

Jan 2026 – Apr 2026

- Analyzed KPI metrics via **MicroStrategy** to identify growth levers across Assortment, Availability, and Pricing.
- Managed **40+** Salesforce workflows & coordinated operational issue resolution with Brand Partners & Customer Service.
- Built a serverless workflow using **Google Apps Script** and the **Gemini API**, saving **15+ hours weekly**.
- Led an AI upskilling session and supported adoption of workflow automations that eliminated **6** manual process steps.

PitchBook Data, Morningstar

Data Analyst

Mumbai, India

Mar 2023 – Aug 2024

- Analyzed **270+** private companies monthly, identifying **12+** critical metrics for VC investment strategies.
- Redesigned Salesforce workflows with AI, cutting data delivery time by **50%** and increasing team throughput.
- Built investment dashboards on GenAI and ClimateTech sectors supporting \$800M+ investment decisions.

Nestle India

Corporate Affairs & Sustainability Intern

Mumbai, India

Dec 2022 – Jan 2023

- Led **6** CSR climate initiatives benefiting **1,000+** rural community members in Southern India.
- Benchmarked FMCG practices to **10 SDGs**, enhancing the quality of corporate sustainability reports.

Automation & Analytics Portfolio → [View Live Demos]

- Engineered an enterprise **Voice First CRM Agent** using Salesforce and n8n, eliminating manual data entry loops.
- Deployed a **SaaS Spend Risk Radar** using Python and Streamlit to protect enterprise budgets for cost mitigation.
- Developed an **Algorithmic Paper Trader** using Next.js and Redis, self-learning & executing real-time trading strategies.
- Designed an **AI Competitor Intelligence Pipeline** using n8n, converting unstructured data into executive briefs.

ESCP Consulting Projects (Client Engagements)

Strategy Consultant (Fellow)

Strategic Case Studies ↓ (Clickable Slide Decks)

Madrid

Oct 2024 – June 2025

- **Salesforce: Insurance CRM Transformation**
Constructed a strategic ROI model projecting **€1.6B potential net benefit** serving **45M** customers.
- **Inditex: AI-Driven Trend Activation**
Designed AI trend-activation approach projected to lift inventory turnover by **14%** across **7,000+** stores.
- **Telefonica: AdTech GTM & Pricing Strategy**
Led GTM and pricing model analysis for a new AdTech solution, projected **€29M** annual savings.
- **BAnCLUBS: AI for VC Deal Flow Automation**
Architected an AI-powered workflow for VC deal scoring, cutting investment decision time by **50%**.

Education

ESCP Business School

MSc in Digital Project Management & Consulting **GPA: 3.7/4.0**

Madrid-Berlin

2026

- **Highlight:** Gained AI insights at Salesforce HQ, Stanford & Berkeley during Silicon Valley Seminar.

Imperial College Business School

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

London

2021

Mumbai University

Bachelor of Management Studies (Finance)

Mumbai

2020

Skills & Certifications

Technical: Excel, Python, SQL, Salesforce CRM, n8n, Prompt Engineering, AI Workflow Systems, Agentic AI

Consulting: Process Optimization, Operational Problem Solving, Workflow Design, Stakeholder Collaboration

Languages: English (Fluent/C2), German (A1 - Enrolled in Intensive Course), Spanish (B1)

Certifications: McKinsey Forward, CAPM (PMI Candidate), CS50 (HarvardX), Google Cloud Digital Leader

Leadership & Extracurricular Activities

- **HPAIR Delegate & Impact Challenge Winner (Harvard University):** Selected from **180+** global delegates, won team challenge for Kenyan education non-profit financing strategy.
- **Student Ambassador:** Partnered with ESCP Career Services to manage Career Fairs, engaging **50+** companies.
- **Rotaract Club Co-Founder:** Scaled community organization from **8** to **40+** members, launching **10+** projects.
- **Hobbies:** Scuba Diving (PADI Certified), E-sports (Gaming), Salsa Dance, Lifelong Learning (200+ MOOCs).