
SAKSHI ARORA



Sakshiarora19jan@gmail.com



9711250201

SUMMARY

A professional with 8 years work experience across strategy formulation & client relationship building

I am directly working with the CEO on CxO& Board appointments. I also support him in running the business development engine

At my previous position I was responsible for providing support to the EY executives/leaders on their Go-to-market strategy

CEP is an integral & core program for EY to deliver exceptional client service.

EXPERIENCE

SR. ASSOCIATE- CORNER OFFICE ADVISORS, GURGAON

July 2018 – Present

Research and Search

- Extensive experience in working across global senior leadership hiring with varied functional and management expertise
- Engage with clients to scope their strategic and financial objectives in line with their hiring needs
- Design research strategy for more than 20 CXO level mandates, with 50% closures
- Conduct Executive assessments for C-suites
- Conduct confidential interviews, follow-up references and checking credentials
- Network to build long-lasting client relationships
- Prepare a variety of research and marketing collateral for internal references and external presentations
- Supporting the sales team for identifying and following through into new business opportunities

SR. ASSOCIATE –ERNST & YOUNG - GLOBAL DELIVERY SERVICES (EY GDS), INDIA, GURGAON

2015 - 2018

Client Experience Program (Formerly known as ASQ), Markets

- Coordinated survey questionnaires & interviews and reporting for determining the levels of client satisfaction
- Analyzed the growth opportunities and risks of the client (Quantitative & Qualitative Analysis)
- Coordinated client interviews and helping accounts in identifying potential growth opportunities
- Worked along with the EY Leaders from EMEA region for the implementation of the Client Experience program across EY Geographies and on all priority accounts
- Performed research towards deriving actionable insight for clients
- Provided training to the Account managers & partner for a fruitful Interview session with the client

SR. ASSOCIATE – ERNST & YOUNG, GLOBAL DELIVERY SERVICES (EY GDS), INDIA, GURGAON

2011 - 2015

Assurance – Accounts Audit Support

- Supported primary and local teams across sectors, geographies and account sizes with administrative aspects around the Audit engagement lifecycle – from planning through completion

AWARDS & ACCOMPLISHMENTS

- Contributed to the topline growth by 10% within 5 months of joining Corner Office Advisors
 - Received 6 Extra Miler Award, given semi-annually for Exceptional Client service at EY
 - Received the Super Star Award, given semi-annually for incremental hours and extraordinary performance at EY
 - Received Turbo Award, twice, given annually for saving 75% of resource work at EY
 - Handled a project of 2600 hours and took care of budgeting, resource planning, training and successfully delivering the work to an onshore Team at EY
-
-

- Assisted the teams with documentation, budgeting, risk management and DBMS
 - Research & processing of priority finance accounts and additional activities such as developing weekly budget vs. actual reports, fee analysis of the Global teams at EY
 - Up-sell / Cross-sell EY offerings for getting clients onboard
-

ONSITE EXPERIENCE

Three-Week onsite opportunity

Managed a business development program in Paris, selling new activities to the client which led to a 70% year-on-year increase in business over the fiscal year

EDUCATION

- **BACHELORS IN BUSINESS ADMINISTRATION (2011)**
Guru Gobind Singh Indraprastha University, Delhi) – 79%
 - **HIGHER SECONDARY, CLASS XII (MARCH, 2008)**
Apeejay School, CBSE board - 83%
 - **SECONDARY SCHOOL, CLASS X (MARCH, 2006)**
Chinmaya Vidyalaya, CBSE board - 86%
-

VOLUNTEER/LEADERSHIP EXPERIENCES

- Currently leading a Travel group and exploring new places
- Working on a few Mystery Shopping assignments
- Elected student representative of the 2011 batch of BBA at Guru Gobind Singh University
- Handled pilot projects for global markets at Ernst & Young specifically in Russia, Germany, Switzerland and Austria
- Managed 3 clients of 1500 hours each, when team had resource crunch which let extensive client retention for the markets team