

DRUMMI BHATT



CORE COMPETENCIES

- Market Intel and Corp Strategy
- Business Process Re-Engineering
- Cross-Functional Project Management
- Digital Transformation
- ESG / Decarbonization Pathways
- Product Line/Go-To-Market Strategy

CAREER PROFILE

- Senior Leadership professional with over 20+ years of expertise in conceptualizing, leading and implementing strategic initiatives, including digital transformation projects.
- Proficient at leading global teams, evaluating markets and growth opportunities, developing innovative business models, implementation plans and multiple cross functional workstreams.
- Adept at streamlining complex financial/operational analytics for business insights, implementing processes and performance metrics.
- Expertise in managing large & complex business plan projects and enterprise-level growth initiatives setting up governance structure/ execution processes.
- Experienced in designing and implementing business processes, systems, organizational transformation initiatives, strategy and planning deliverables, and working with internal and external specialists towards achieving business goals.
- Commendable communication and leadership skills and an impressive track record at driving efficiency through business process re-engineering
- Proficient at leading global teams, evaluating markets and growth opportunities, developing innovative business models, streamlining complex financial/operational analytics for business.

6/2018-1/2023

MITSUBISHI POWER AMERICAS (MHI) – LAKE MARY, FLORIDA

VICE PRESIDENT – MARKET INTELLIGENCE AND CORPORATE STRATEGY

A key contributor in the development of Mitsubishi's Strategic Growth initiatives for the Power & Energy markets. Lead Mitsubishi's "Thought Leadership" campaign towards Decarbonated & Digitalized Energy Transition. Transformed the Market Intel team into a trusted global research, analytics, and business consulting partner providing decarbonization business solutions for customers and key market participants; successfully influencing Mitsubishi Power's value proposition in key markets.

- Led Mitsubishi Power's Annual 5Y Strategic Growth Planning Process incorporating evolving market and competitive dynamics, leveraging insights and intelligence from proprietary research/analytics.
- Developed a deep and broad understanding of market and customer insights through the utilization of a variety of secondary and primary research and tools to formulate impactful business strategies and execution plans for the Power, Renewables, Oil & Gas Markets
- Managed large & complex business transformation projects, setting up governance structure/ processes and budgeting processes for strategic planning.
- Led strategic planning process for the discovery of new profitable growth opportunities and ensuring an execution path is created (core and adjacency).
- Onboarded and mentored global resources helping establish Mitsubishi Power's "Thoughts Leadership", incorporating emerging technologies by delivering analytics-driven power grid simulation models and customized customer value propositions.
- Influenced BOD, Senior leadership, challenged traditional thinking and introduced new business models to maintain a market-leading position.
- Devised economic, customer, market, and industry insights to inform, evolve and shape corporate strategy.
- Led key enterprise-wide strategic initiatives working with top-tier management consultants (BCG, McKinsey)
- Conducted in-depth analyses to answer key strategic questions (e.g., related to opportunity sizing, market entry attractiveness, etc.) and underlying drivers of business performance and product line enhancements.
- Developed briefings and updates on company strategy and initiatives for the CEO, SLT, and Board of Directors (Japan)

9/2016-05/2018

SB BUSINESS CONSULTING-PRINCETON, NJ

DIRECTOR / PROGRAM MANAGER – CONSULTING SERVICES

Management Consultant: Program Management, Business Process Reengineering, IT/financial systems development projects

- Delivered successful business plans for small businesses/startups in Energy, Retail, Business Intelligence, Financial Services, Real estate industries in the Southern Florida region (for Zen Change Management Consulting, Miami)
- Led the strategy planning and executions for a new consumer product launch for an FMCG multinational (Bajaj Group Ltd)
- Managed Programs and setup offshore resource operations for several mid-size companies in the IT, Real Estate, and Healthcare space

4/2013–8/2016

NRG ENERGY (NRG/NYLD) – PRINCETON, NJ

LEAD/ MANAGER – FINANCIAL PLANNING AND ANALYSIS (FP&A–OFFICE OF THE CFO)

- Key contributor in planning the clean energy portfolio strategy of \$2B USD acquisitions with Genon/EME (2012/2014)
- Led company's post-merger transition to SAP-Hyperion Planning platform ensuring ongoing data integrity with reporting accuracy.
- Consolidated, Reviewed and Presented NRG's Business Plans and Annual Budget over a 5Y planning window.
- Led the reporting of regional/segment analysis of operating/financial results, O&M/Capex project spends for Balance Sheet/Cashflow analysis and growth forecasts.

11/2011 –3/2013

CONSTELLATION (AN EXELON COMPANY) – BALTIMORE, MD

LEAD/MANAGER – FINANCE, PLANNING AND BUSINESS BENCHMARKING

- Led efforts on strategic annual business planning and benchmarking for Exelon Power's integrating wind/solar asset optimization results/initiatives, long range financial and operational assumptions, and benchmarking recommendations.
- Managed the South/West FP&A teams and operational/financial performance reporting including KPI Handbook. Articulated analysis and managed documentation of reports to C-level leadership in a clear, concise manner
- Worked closely with Operations, Environmental and Investor/ Regulatory communities, in the development and communication of performance against business plans.
- Drove consensus on regional forecast input assumptions from business owners. Partnered with operational/commercial leaders from trade floor and business development regional teams to build consensus regarding analytics and results.

4/2007–11/2011

EXELON GENERATION (EXC) – KENNETT SQUARE, PA

POSITION MANAGEMENT– REAL TIME ENERGY TRADING/ BUSINESS DEVELOPMENT

- Executed short term trading strategies to optimize Exelon's \$4B portfolio of nuclear assets (>33GW) in the East & Midwest markets (PJM)
- Pursued transactional opportunities (>\$2M) in accordance with approved portfolio plans and negotiated all financial and operational terms.
- Developed and implemented short-term transmission purchasing and management/trading strategies across the US markets.
- Developed and implemented strategies for transacting within new marketplace structures (NYISO)
- Interacted with the market participants/banks and brokers to create new value-propositions for the company's generation assets.

11/2004-3/2007

EXELON POWER TEAM (EXC) – KENNETT SQUARE, PA

SR. ASSOCIATE- PORTFOLIO MANAGEMENT

- Designed and developed long-range hedging strategies for the East, Midwest and South portfolios (2008-2012), incorporating regional/market/operational and credit risk dynamics, company's asset positions and risk/return expectations.
- Developed and monitored long ranged (2007-2010) portfolio management plan for the Mid-West region addressing the uncertainty of the load contract expiring in 2006, incorporating the Illinois State load auction products.
- Participated in the Exelon-PSEG merger integration team, for the development of a pre/post-merger Exelon Portfolio Plan (including expected mitigation)
- Supported OTC and mid-market traders with analysis on alternate trading strategies and audited/ monitored the execution of trading strategies. Prepared periodic Senior Management/ Investor Relations presentations.

LEADERSHIP/COMMUNITY ACTIVITIES

- Founder of a Rural Empowerment Non-Profit -KarmaKonnnect. Implemented several research-backed projects in rural empowerment, child education and clean energy water/sanitation in India through empowering and mentoring a network of ground partners.
- Mentor and Investor at WFC-India's largest Angel Investor Network. Actively involved in development of India's Startup Ecosystem
- Led and championed several social volunteering employee trips through the Corporate CSR program. Provided solar rooftops to orphanages and villages of Haiti and Ladakh, India
- Mentor/Consultant and Action Center lead for several charity organizations - VIBHA/SEWA/Shwas/Youth4Jobs. Managed community events and fund-raisers to support education and empowerment projects for underprivileged children/women in India/USA
- Involved in the creation and marketing of Baiada Center for Entrepreneurship, Drexel University, USA. The incubator housed and mentored early-stage startups around Philadelphia.

EDUCATION

CERTIFICATE COURSE IN MARKETING: Columbia Business School

MBA- FINANCE & INVESTMENTS, ORGANIZATION STRATEGY, Drexel University-Philadelphia-USA

PG- MANAGEMENT INFORMATION SYSTEMS, Gujarat University, India

BS- BUSINESS ADMINISTRATION, Gujarat University, India

TECHNICAL SKILLS: Microsoft Office, Hyperion, Various Portfolio and Project Management-Applications