



# Ishaan John Easow

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## Summary

Strategy and commercial advisory professional with 8 years of experience driving structured problem-solving, stakeholder alignment, and data-led decisions across complex infrastructure projects. Proven track record leading high-stakes, cross-functional engagements across data centres, government infrastructure, and industrial projects, securing USD 300M+ in contract wins at >20% win rate across a USD 900M+ portfolio

## Professional Experience

### Senior Manager- Business Development | TATA Projects | Mumbai

Oct 2024 – Aug 2025

- Secured USD 144M data centre contract by redesigning bid execution strategy and delivery model, securing Director-level approval and reducing proposed timeline by **12%** from **34 to 30 months**
- Led competitor benchmarking for USD 170M government bid, synthesising 30+ technical and commercial parameters into differentiated positioning that secured **95% technical score**
- Eliminated internal review bottlenecks on a time-critical bid by anticipating senior committee queries across planning, design, procurement, and execution domains, compressing review cycles from **30 to 21 days** and enabling on-time submission.
- Led pre-bid strategy across **USD 900M+ portfolio**, aligning technical, commercial, and risk workstreams to improve win probability across hyperscale and government projects
- Achievement:** Selected among Top 16 high-potential employees across for Tata Projects' "Project Manager @10" fast-track leadership development programme, chosen from top performers

### Manager- Business Development | TATA Projects | Mumbai

Apr 2024 – Sep 2024

- Built **USD 102M** revenue pipeline by leading C-suite negotiations across Hines, Micron, Adani, and Chandak, structuring scope and risk allocation frameworks to accelerate deal conversion
- Delivered **USD 510M+** in proposals across 10–12 bids annually, achieving **>20% win rate** through integrated schedules, risk-mitigated execution strategies, and data-driven commercial recommendations
- Achievement:** Promoted from Deputy Manager to Senior Manager in 3.5 years vs. typical 6-year cycle, selected into Tata Projects' Future Leaders Programme for exceptional bid management performance

### Deputy Manager- Operations | TATA Projects | Delhi

Apr 2021 – Mar 2024

- Orchestrated feasibility-driven construction redesign as youngest department head on India's first post-independence New Parliament project, compressing schedule by **5%** and reducing indirect costs by **2%**
- Drove make vs buy decision for 50MT structural steel, modelling cost, throughput, and execution risk scenarios; implemented optimal strategy delivering **~10% cost savings**
- Developed quarterly Cost-to-Completion reports for CFO review, maintained cost performance within **±5% of budget** across USD 2.8M scope through structured variance analysis, early corrective actions, and inventory controls
- Achievement:** Awarded Certificate of Recognition by Government of India (Mohua) for on-time delivery of New Parliament

### Assistant Manager- Operations | TATA Projects | Delhi

Jul 2017 – Mar 2021

- Standardised construction systems and mobilisation processes across **30+ nationwide sites**, reduced setup timelines by 10–15%, ensuring on-time material availability, and mitigated execution risks across concurrent high-value projects
- Unlocked **8–12% of idle material value** through structured inter-site inventory analysis, redeployed assets across live projects, reducing fresh procurement costs and improving working capital efficiency across the business unit

## Education

MBA – *Indian Institute of Management, Ahmedabad* | Dubai

2025 – 2026

BE – *Shri Govindram Seksaria Institute of Technology and Science (SGSITS), Indore* | India

2013 – 2017

## Accomplishments

- Shortlisted in top 2% at Monarch Capital Case Competition (19 of 300+ teams).
- Gold and Bronze Innovation Awards for improving operational efficiency and delivering measurable cost savings.
- Successive High Performer Award (Shabash) for consistently delivering high-quality results across projects.
- Won Tata Innovation Award for Safety Excellence for first-of-its-kind Balcony Cage System implementation.

## Certifications

Project Management Professional (PMP)

Jul 2025

## Extra-Curriculars

- Digital content lead, ETASHA -skill development NGO; produced 20+ campaign assets to increase outreach by 5%.
- Advisory Board Member, Arts & Photography Club; mentored 50+ juniors and drove collaborative initiatives that expanded the club's reach across the city and other institutes.