



Pranav Pandey

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Summary

Impact-driven technology and business leader with 8+ years of experience at the intersection of design, advanced manufacturing and product development. Demonstrated success in building and scaling a deep-tech startup, leading cross-functional teams, and driving strategic client partnerships across industrial and institutional sectors.

Professional Experience

Director | Sculp 3D | Vadodara

Apr 2018 – Aug 2025

- Scaled an early-stage additive manufacturing startup into a leading regional player, enabling 350+ clients across automotive, pharma, and industrial sectors to accelerate product development through the delivery of 25,000+ prototypes at competitive prices.
- Delivered complex, time-critical projects for marquee clients (Borosil, Greenply, Alembic, MG Motor, Flair, Siamp, IITs) by applying design thinking principles and team coordination to ensure rapid execution and meet strict delivery timelines.
- Addressed early-stage capital constraints by raising seed funding at a \$750,000 valuation, and secured \$15,000+ in additional state grants through presentations to government stakeholders.
- Led a team of 3–5 across design, sales, and operations, while coordinating with 20+ external manufacturing vendors both national and international to optimize procurement costs, quality, and lead times through strategic sourcing and vendor management.
- Improved low initial ticket sizes and margins by introducing higher-value services (design for manufacturing, low-volume production, multi-material assemblies), driving 15× growth in average order value over seven years.
- Built and managed end-to-end customer acquisition and delivery funnel, handling 2,000+ inbound client enquiries, achieving ~20% conversion and ~40% repeat retention through structured lead qualification and account management.
- Conceptualized and launched a real-time online quoting platform delivering instant, rule-based pricing based on material, geometry, and manufacturing constraints, reducing quotation lead time for customers from hours to seconds.
- Reverse-engineered, designed and manufactured a rapid transfer port container for injectable filling lines; led sourcing, vendor qualification, and QA/QC to deliver a \$4,500 compliant product.
- Designed and delivered \$10,000 pharma packaging spare parts for Campak bundling machines, engineering modular format-change solutions to support multiple carton sizes with high precision, speed, and repeatability.
- Executed \$8,000 and \$14,000 projects for Omori Machinery and Vellore Institute of Technology, respectively, leading end-to-end delivery of an industrial prototyping machine (from procurement to commissioning and training).
- Developed inbound lead pipeline by executing targeted digital marketing campaigns, reaching 100,000+ potential customers across multiple social media platforms.

Product Lead | International Centre for Entrepreneurship and Technology | Ahmedabad

Apr 2017 – Mar 2018

- Led full-stack product development of a multi-functional desktop machine tool, delivering a functional prototype by integrating mechanical design, electronics, and control software.
- Delivered a functional prototype within time and budget constraints by coordinating stakeholders (vendors, designers, developers, fabricators) across internal and external teams.
- Secured \$7,500+ non-dilutive government grant under the Department of Science and Technology, NIDHI-Prayas scheme to support early-stage product development, through a competitive national selection process.

Senior Sales Engineer | Blue Star Ltd | Mumbai

Jun 2016 – Nov 2016

- Supported tendering and cost estimation for a \$1M residential project (Lodha Group, subcontracted to Blue Star), improving pricing accuracy across plumbing, fire-fighting, and electrical systems.
- Performed technical bid evaluations for key firefighting, plumbing and electrical systems, shortlisting compliant, cost-efficient solutions aligned with client and code requirements.
- Managed end-to-end vendor coordination with 30+ OEMs and subcontractors, soliciting and comparing multiple commercial offers per system to identify compliant, feasible and cost-efficient solutions.

Education

MBA (PGPX) – Indian Institute of Management Ahmedabad | Dubai

2025 – Present

Project: Designing an execution-ready GTM strategy for Al Ghurair Mobility (Zed) through real-world market research to capture meaningful market share in the Dubai luxury mobility market.

Master of Computer and Information Technology – University of Pennsylvania | Philadelphia

2021 – 2023

Project: Conducted a research project analysing long-term global warming trends using AI/ML techniques (Linear Regression and Random Forest Algorithm) to build predictive models in Python.

Bachelor of Technology (Electrical Engineering) – Nirma University | Ahmedabad

2012 – 2016

Project: Optimized an air circuit breaker connector at L&T Electrical & Automation (4-month internship) through thermal analysis and testing, reducing cost and improving heat dissipation.

Extra-Curriculars

- Served as President of the Electrical Engineering Student Association, Nirma University, leading technical workshops, flagship events, industry collaborations, sponsorship acquisition, rural outreach initiatives, placement coordination, and student elections to drive technical excellence and student engagement.
- Presented a technical paper on an indigenously developed transmission line fault inspection machine, published in the *International Journal of Research and Scientific Innovation*, Volume III, Issue I.