



# Vibha Sharma

E-Mail: [dx25vibhas@iima.ac.in](mailto:dx25vibhas@iima.ac.in) Mobile: +971 58 522 3928 LinkedIn: [www.linkedin.com/in/vibha-b-sharma](http://www.linkedin.com/in/vibha-b-sharma)

## Summary

Strategy consultant with 7+ years of expertise in digital transformation, post-merger integration, performance improvement, and stakeholder management across India and Southeast Asia. Track record of leading large-scale engagements across education, logistics, manufacturing, and financial services, presenting to promoter groups and ExCo, to drive measurable business impact

## Professional Experience

**Deputy Manager | Deloitte Shared Services LLP | Mumbai, India** **Apr 2024 – Aug 2025**

- Led firm-wide mental health initiatives across Deloitte South Asia, managing cross-functional stakeholder engagement and reporting directly to ExCo, driving firm-wide initiatives impacting 35,000+ professionals
- Architected the organisation's first-ever mental health baseline strategy through 50+ focus group discussions and peer benchmarking, securing dedicated budget allocation and Board buy-in for firm-wide rollout
- Spearheaded end-to-end management of a \$2.5M portfolio spanning 40+ Mental Health and DEI initiatives
- Scaled the Mental Health Allies Network 6x to ~350 professionals within 6 months, driving a 30% increase in participation rates through customised campaigns co-developed with Deloitte's Digital Customer team
- **Achievement:** Outstanding Team Award for project delivery and stakeholder management

**Deputy Manager | Deloitte Touche Tohmatsu LLP | Mumbai, India** **Jun 2023 – Mar 2024**

- Developed a post-merger implementation plan to unlock cost savings, revenue enhancement and plant restructuring synergies of ~\$20M post-acquisition of a paper packaging company
- Conducted benchmarking analysis and drove implementation of margin improvement initiatives, realizing EBITDA margin gains of ~10% and PAT margin improvement of ~5% to drive operational efficiencies
- Delivered a \$2.5M digital transformation via business process re-engineering and ERP implementation for the third-largest ship management company in Singapore, saving 48,000+ hours annually across invoicing processes
- **Achievement:** Outstanding contributor award for significant contribution to project success

**Assistant Manager | Deloitte Touche Tohmatsu LLP | Mumbai, India** **Aug 2021 – May 2023**

- Led a team of 4 driving a \$7M digital transformation for the SEA's larger tertiary education provider, (11 institutes and 160,000+ students), drove process redesign and change management for 200+ users with CXO buy-in
- Drove profitability for a \$56M marine logistics company post-acquisition by renegotiating freight pricing, achieving a 23% cost reduction, and optimizing asset utilization
- Advised one of India's largest paper manufacturers on cost optimization, working capital management, and supply chain transformation, delivering 15% cost savings and a 10% improvement in cash flow

**Associate | KPMG India Private Limited | Mumbai, India** **Jan 2019 – Dec 2020**

- Supported the successful turnaround of a \$1.2B wind energy company and a \$0.3B port under India's Insolvency and Bankruptcy Code (2016), leading operations, managing the data room, and guiding financial creditors through Resolution Plan shortlisting to achieve successful acquisition
- **Achievement:** Super Team Award for helping client with successful debt resolution

**Executive & Senior | B S R & Co. LLP | Mumbai, India** **Sep 2018 – Dec 2019**

**Staff Accountant | B S R & Co. LLP | Mumbai, India** **Sep 2015 – Aug 2018**

- Conducted statutory audits of pharmaceuticals, agro-chemicals and wholesale companies
- Provided consulting in establishing robust internal controls for an electricity company and an e-commerce company
- **Achievement:** Super Team Award for outstanding performance in carrying out a special audit

## Education

**MBA (PGPX) – Indian Institute of Management, Ahmedabad – Dubai Campus | Dubai, UAE** **2025 – 2026**

**Master of Commerce – University of Mumbai | Mumbai, India** **2017 – 2019**

**Chartered Accountancy – ICAI | India** **2014 – 2018**

**Bachelor of Commerce – University of Mumbai | Mumbai, India** **2014 – 2017**

## Extra-Curriculars

- Member of Profile Committee and Culture Committee as a part of MBA (PGPX) at IIM Ahmedabad – Dubai Campus
- President of Alumni Association - Maneckji Cooper Education Trust School; managing alumni initiatives for 9000+ alums
- Launched an entrepreneurial venture for hand-drawn illustration of real-life photographs; performed concept development, marketing, social media management, website design and packaging of 200+ orders over 4 months
- Mentor for Lighthouse Project in India, an initiative aimed at providing educational assistance to underprivileged students
- Organising member in Umang (inter-collegiate festival) and in Economics Association of N.M. College