

# NEIL SKARIA

neil.skaria@gmail.com

1110 Sussex Pl  
Round Rock, TX  
832.520.8382

## WORK EXPERIENCE

### **Dell Technologies**

**Austin, TX**

*Associate – Corporate Strategy*

*July 2021 – Current*

- Provided guidance to treasury team on how to approach cryptocurrencies, impacting ~\$1B of cash holdings for company; led workshops with corporate development on web3 partnership opportunities
- Developed body of deep competitive intelligence on major public cloud and semiconductor vendors via 50+ internal and external interviews, parsing 100+ analyst reports, and doing self-guided research
- Partnered cross-functionally with business unit leaders across product, engineering, operations, and sales to develop playbook to be used in forming new partnerships with other infrastructure companies
- Managed and coached younger talent within teams for skill development and project ownership

*Senior Analyst – Corporate Strategy*

*February 2021 – July 2021*

- Led project workstream with final delivery leading to formation of a new business unit to develop distributed telecommunication infrastructure solutions with total projected revenues of >\$1B in 2025
- Engaged in strategic planning cycle and led creation of and project managed 8 core initiatives for 2022 with estimated impact of >\$5B to operating income and M&A synergy value capture
- Formed launch strategy for new infrastructure-as-a-service program by leading workshops with sales, engineering, and marketing leadership to manage resources and form alignment across the company

*Analyst – 2-Year MBA-style Leadership Rotational Program*

*February 2019 – February 2021*

- Rotation 1: Pricing Strategy - Infrastructure Solutions Group
  - Controller for all US medium business, covering pricing models for >\$3B revenue quarterly
  - Guided sales executives to structure POs (>\$5M) to be market competitive
  - Met regularly with product strategy teams to evaluate and influence platform pricing
  - Developed analytics dashboard for segment analysis which was used by 25+ sales leaders
- Rotation 2: Product Strategy - Server Business Unit
  - Developed holistic tracking system for over >\$1B cost savings initiatives across value chain
  - Partnered with corporate development to assess private cloud M&A targets for portfolio fit
  - Served as Chief of Staff for Product Group Vice President
- Rotation 3: Portfolio Strategy – VMware (Synergy Activation)
  - Received directive from CEO and implemented holistic solution to eliminate bookings conflict of interest for inter-company sellers six months ahead of schedule
  - Coordinated with IT, accounting, ops to develop PMO for new bookings process for all joint sales motions (~\$4B); managed 7 workstreams, 5 inter-woven processes, and 20+ personnel

## EDUCATION

**Texas Tech University – Rawls College of Business**

**Lubbock, TX**

*Bachelor of Business Administration; Finance*

*Graduation: December 2018*

## SKILLS

*Computer:* Proficient with: Excel, PowerPoint, Power BI, Power Query, Power Pivot, Bloomberg

*Programming:* Experience with: ReactJS, Next, PostgreSQL, DAX, Javascript, HTML, CSS