

NATASHYA LALANI

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EDUCATION & AWARDS

The Richard Ivey School of Business, The University of Western Ontario, London, Ontario 2006
Bachelor of Arts, Honours Business Administration (HBA), with Distinction

The University of Western Ontario, London, Ontario 2002-2004
Political Science

- Dean's List 2003/2004, Cumulative Two Year Average 86%
- UWO Entrance Scholarship (Academic Merit); Nickel Family Foundation Scholarship (Academic Merit)

Canadian Securities Course August 2004

École de langue française de Trois-Pistoles, Trois- Pistoles, Quebec Summer 2004

- OSSTF Outstanding Female of the Year (Extra-Curricular), 2002

RELEVANT EXPERIENCE

McKinsey & Company, Toronto, Canada & Hyderabad, India Sep 2006 – Present
Business Analyst

- Collaborated with senior executives and government officials on a private-public partnership with the goal of implementing healthcare initiatives to support the rural poor and improve current healthcare infrastructure; including the scale-up and roll-out of a state-wide health information hotline with the goal of increasing call volume from persons in need from 6,000 to 100,000 calls within 3 months
- Developed pricing and communications strategy for ~CN\$30 billion retailer with emphasis on ensuring that customers get credit for the value the retailer provides; analysis required the development of a national, multi-million dollar price investment model
- Identified sustainable growth opportunities for a media manufacturer and logistics specialist through an analysis of capabilities and their applicability across several industries; final recommendations led to a successful creation of a subsidiary and its entrance into a new industry

Spandana Sphoorty Innovative Financial Services, Hyderabad, India June 2006 – Aug 2006
Business Analyst

- Collaborated with Managing Director to identify un-served and underserved markets for the second largest microfinance institution in India; including developing a comprehensive understanding of international microfinance best practices, creating and utilizing a detailed survey tool, interviewing branch managers, rural community members, clients and executives of ICICI Bank and ABN AMRO, and synthesizing the quantitative and qualitative data in a final presentation of recommendations to the Board of Directors.
- Partnered with the Microfinance Strategy Unit (MSU) and members of the Centre for Microfinance, in the formation of a new organizational structure to enhance operational accountability, information sharing and coordination, and strategy facilitation
- Facilitated the creation of new products and services such as health insurance, vocational training and bio-diesel cultivation programs and new loan structures by conducting cost-benefit analyses, generating market potential figures and evaluating partnership opportunities to expand outreach in existing areas of operation.

Phoenix Group Pacific Pty Ltd, Sydney, Australia May 2005 – Aug 2005
Business Analyst

- Collaborated with firm director and client team to build a focused communication plan for a major professional advisory firm, including an analysis of technical market research, the research and creation of international best practice studies and the development of a sophisticated communications framework; the final deliverable included a presentation of all research and analysis, including recommendations for implementation as well as a workshop for the client's corporate communications team.
- Prepared a corporate development strategy for a major Australian steel company; in doing so, conducted several interviews with company executives and general management, worked with researchers to analyze and interpret market data and research methodology, developed customer-focused frameworks and best-practice studies and studied existing business processes and measurement systems including COGNOS Power Play and SAP and the KPIs derived from these systems
- Conducted international best practices research for a prominent Australian bank for the creation of in-branch investing centers which addressed the logistical set-up and branding of the new initiative; collaborated with a multi-functional team to create brand and start-up strategy for the centers.

INTERESTS & HOBBIES

Volunteering: World Partnership Walk Marketing Steering Committee, 2007; Pediatric Oncology Group of Ontario, 2007; Ivey Orientation Guru, 2005; JUMP Tutoring, 2004-2005 (VP PR/tutor); Unionville Home Society, Summer 2003

International Traveling: Australia, Austria, Cuba, England, Fiji, France, Germany, India, Italy, Jamaica, Kenya, Mexico, Oman, Tanzania, St. Marten, Switzerland, United Arab Emirates, USA

Athletics: Completed triathlon (2004), Captain – Basketball Intramurals, Volleyball Intramurals, Squash (recreational)