

Sartaj Singh DHATT

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EDUCATION

INSEAD

MBA Class of December 2025

Fontainebleau, France
2025

- Runner-up, Master Strategist Day (INSEAD strategy case competition)
- President - Basketball Club; VP (Big Tech) - Tech, Media & Telecom (TMT) Club; VP - Artificial General Intelligence (AGI) Club

Delhi Technological University

New Delhi, India

B.Tech. in Computer Engineering | CGPA: 8.24 (First Class)

2013 - 2017

- Captain, Athletics team: Elected from 31 students to lead team of 17 for 3 varsity tournaments, delivering 36 medals (11G/16S/9B)
- Co-founder, Cognitive Minds (career-prep society): Mentored 20 juniors; 60% secured job offers within the first month
- Security Head, Engifest '17: Led a multi-tiered security team of 35 for 3-day cultural festival, managing footfall of 25,000+

EXPERIENCE

BrowserStack

Mumbai, India

India's largest B2B SaaS testing platform valued at US\$4Bn; backed by Accel and Insight Partners

Analytics Manager (2023-2024), Lead Data Analyst (2021-2023)

2021 - 2024

- Inducted into CEO's Hall of Fame (top 1% of 1,000+) for exceptional impact on strategic initiatives and operational efficiency
- Built DCF-based investment model for acquisition of Bird Eats Bug; presented build-vs-buy analysis covering four scenarios to leadership, contributing to acquisition decision and shaped integration roadmap
- Engineered a machine learning model to predict renewals for upcoming quarter with 82% accuracy; increased renewal rate from 85% to 89% resulting in Annual Recurring Revenue (ARR) increase of US\$1.3Mn/quarter
- Led financial forecasting for Online Sales across quarterly and annual cycles to inform target planning; influenced 15% upward revision in revenue targets across two key regions
- Redesigned executive reporting process by leading cross-functional team of six to automate key performance dashboards; enhanced decision-making speed and cut reporting time by 10 man-hours/week
- Advised Head of Growth on experimentation roadmap; defined funnel KPIs/levers and shaped 60+ A/B tests, increasing traffic-to-purchase conversion by 42% and reducing churn from 4.7% to 4.1%

Bharti Airtel

Gurugram, India

Multinational telecommunications services company; India's #2 operator by subscribers

Lead Data Analyst (2021-2021), Senior Data Analyst (2019-2021)

2019 - 2021

- Recognized as top 1% performer (1 of 3 in 170; only analytics member) for outsized impact on product and analytics initiatives
- Advised C-suite on geo-prioritization strategy for Airtel Black rollout using market sizing and cost structure analysis; drove 1Mn+ activations (3.6Mn connections) and achieved ~US\$10Mn monthly revenue uplift
- Owned data transformation initiative by scaling Tableau across product teams; enabled real-time performance visibility and freed up 100+ man-hours/week for redeployment toward strategic priorities
- Mapped end-to-end order-to-activation journey across product portfolio to identify efficiency gaps; enabled leadership to streamline onboarding and redeploy 15 man-hours/week of analyst bandwidth
- Analysed early-life churn to diagnose store-level incentive gaming and knowledge gaps, reducing Day-30 churn by 37% and saving six man-hours/week via automated reporting
- Ran quarterly BI bootcamps for 40+ stakeholders; boosted self-serve adoption by 35% and senior leadership weekly active users (WAU) by 15%

UnitedHealth Group

Noida, India

Fortune 5 U.S. healthcare and insurance provider with annual revenue of US\$200Bn

Senior Business Analyst (2019-2019), Business Analyst (2017-2019)

2017 - 2019

- Only member of 11-person intake fast-tracked to Sr. Business Analyst; awarded Rising Star Award for exceptional performance
- Developed a predictive model to segment accounts by payment risk; improved cash predictability and saved 50 man-hours/week for team of five
- Engineered machine learning solution to forecast claim-related inbound volume; informed call-center staffing strategy with potential to reduce costs by US\$7Mn annually
- Designed and implemented deep learning framework (LSTM) to predict heart attack in next 30 days based on patient's medical history; potential annual revenue upside of US\$12Mn
- Built privacy-compliant automated system to integrate Adobe clickstream data with internal analytics; created unified user journey map and cut process time by 80%

ADDITIONAL INFORMATION

Nationality / Work Authorization(s): Indian

Languages: English (Fluent), Hindi (Native), Punjabi (Native), Marathi (Basic), French (Basic)

Technical Competencies: Workflow Automation (Zapier), Machine Learning, Python, SQL, Tableau, MS Excel, Google BigQuery, Google Looker, GA4, Confluence

Sports (state/provincial representative): Basketball (2010-Present) - 2G/2S; Athletics (2010-17) - 2G/1S/3B

Volunteering: Taught 20+ underprivileged children in Bawana village under Rotaract, DTU Chapter; organized 3 blood-donation drives with 100+ donors and ~120 units/drive as part of National Service Scheme (NSS) DTU