

# Dheeraj Balli

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## EDUCATION

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### Ph.D. in Strategic Management

*Purdue University*

Aug 2024 – May 2029

West Lafayette, IN

### Master of Arts: Social Science

*Tata Institute of Social Sciences*

Aug 2020 – Jun 2022

Hyderabad, India

### Bachelor of Technology: Metallurgical Engineering

*Indian Institute of Technology, Varanasi (Banaras Hindu University)*

Jul 2007 – May 2011

Varanasi, India

## EXPERIENCE

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### Research Associate at Indian School of Business, Hyderabad (Strategy)

Jun 2022 – Jun 2024

*Research Associate to Prof. Harsha Tadikond*

Hyderabad, India

- Researched the effect litigations involving Non-Practicing Entities (NPE) have on the innovation profile of firms.
- Researched the strategies pharma companies exercise to maintain their drug pipeline while trying to consolidate their competitive advantage.
- Developed familiarity with various Pharma industry related datasets. Consolidated data from Cortellis, Pharmaprojects, and ClinicalTrials.gov; mapped and indexed matching drugs across datasets.
- Constructed exhaustive dataset of patent litigations at US District Courts using USPTO and Stanford NPE Litigation Dataset.

### Data Analyst

*Medialabs Pvt. Ltd*

Jan 2014 – Jan 2017

Hyderabad, India

- Monitored performance of digital marketing campaigns and developed strategies to increase visibility and targeted traffic.

### Digital Marketing Team

*Edulution Technologies (IIT BHU Incubation Cell Startup)*

Jul 2011 – Dec 2013

Varanasi, India

- Digital marketing startup supported by the IIT BHU Incubation Cell.

## PROJECTS

*ICICI Foundation (CSR)*

Nov 2021 – Jan 2022

India

- Conceptualized and designed games capturing real life rural scenarios through game mechanics aligned to measurable outcomes
- Designed resource management module based on coalitional game theory to demonstrate cooperative benefits, by designing measurable evaluative mechanisms using dashboards and points to reflect real life benefits and outcomes

**Policy Intern***Showtime Consulting*

Jun 2021 – Jul 2021

Hyderabad, India

- Analyzed state policies, conducted primary research and literature reviews and provided actionable policy recommendations.

**SCHOLARSHIPS & AWARDS**

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- Junior Research Fellow (2022) – University Grants Commission
- Best Student Award 2020–2021 – Tata Institute of Social Sciences (First year of M.A.)

**ADDITIONAL INFORMATION**

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- Languages: English, Hindi, Telugu
  - Computer: C++, Python, R, SQL, Tableau, PyTorch
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