
Operations, Logistics, Sourcing, Supply Chain

5 years of hands-on experience in project management, contracts negotiation & market research

Result-oriented **Operations & Supply Chain Management** professional, **IIM Indore-MBA graduate**, 6+ years experienced in project management, operational strategy & planning, market analysis, performance improvement, consulting and customer service. Adept at **building and fostering** client relationships by **assessing needs/business goals** with **judgment** & providing comprehensive **creative solutions** in multifunctional projects & analytical/ technical **reporting**.

HIGHLIGHTS OF EXPERTISE AND SKILLS

- Strategic Project Management
- Change Management
- Budgeting & Forecasting
- Cost Optimization/ Reduction
- Procurement Risk Management
- Root Cause Analysis & Process Mapping
- Logistics/ Warehousing/Strategic Planning
- Financial/Operational Benchmarking
- Supplier & Stakeholder Management
- Communication/Negotiation & Contracts
- Vendor Management
- Process Improvement
- Analytical and Decisiveness
- Collaboration & Teamwork
- Coaching & Mentorship

Achievements & Expertise

- Proficient in key **IT applications**: SAP MM, ERP, SPSS, Tableau, Minitab, Jira, R, SQL, MS Office-Excel, PowerPoint
- Successful development and implementation of various **internal improvement strategies** as a consultant helping clients **refine operation processes, decrease costs, achieve KPIs, streamline delivery systems & SSRS reports**
- Completion of **International immersion program** in Italy & a **six-month industry consulting project** for MBA
- Scored **GPA 3.87/4** in **M.S**, **collaborated** with professors and researchers on **interdisciplinary** research projects
- Achieved top mining graduation **honours - CGPA 8.49/10** & winning **NITR- Silver Medal**

Career Experience

MarketGad | Chandigarh, India

Jun 2020 – Present

Operations Analyst Intern (Remote)

- Monitored marketing trends to aid in implementation of new approaches to leverage strategic options
- Researched logistics sector including warehousing within Indian market and scope for startups in VUCA world ([Article 1](#)) ([Article 2](#)) ([Article 3](#))

Frinza™ | Bengaluru, India

Apr 2020 – Jun 2020

Operations Intern (Remote)

- Explored **new product line** & designed frameworks for **vendor selection** reducing **procurement/sourcing** risks
- Conducted market research on internal **performance improvement** strategies of **assured delivery services (TATs)** for specialized products in both domestic & international markets

Uttam Blastech Pvt. Ltd. | Hyderabad, India

May 2018 – Apr 2019

Senior Consultant

- Maximized higher revenues by **11%** by driving stakeholders for results, recommended valuable inputs on business development (**B2B & B2C**) as well as **performance improvement** assignments (**KPIs**) and handled transaction advisory for **10+ clients** conforming regulatory compliance

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- Conducted **needs assessment**, identified domestic **supply scenario**, **sourcing risks**, domestic **price analysis** and suggested alternate sourcing options for one client resulting in saving of **Rs 20 million**
- Implementation of **process mapping**, **root-cause analysis (RCA)** and **diagnostic assessment** of facility for one client resulting in **capacity utilization improvement** by **30%**
- Designed **inbound logistics** project plans for primary fuel for one client reducing **safety stock level** days from **28 to 8 days** within relevant year by setting **Road to Rail (R2R) transport** mode
- **Bench-marked** operational and financial parameters of five clients as per market demand (7 months period)

Godavari Institute of Engineering & Technology | Rajahmundry, India

Jun 2017 – May 2018

Assistant Professor

- Taught mining courses to **135** graduate engineering students as well as **coached/motivated 32 GATE** examinees
- **Coordinated** one **AICTE sponsored** research project on mining environment

Various Clients | Delhi, India

Dec 2016 – Jun 2017

Freelance Consultant

- Advised **NTPC Solapur Power Plant** for auxiliary power generation and minimized **operational cost** by **8%**
- Designed and implemented capacity building training modules for **120 graduate trainee engineers** (Teesta Urja)

Reliance (Sasan) Power Ltd | Singrauli, India

Sept 2010 – Jul 2013

Assistant Manager

- Evaluated **contracts for effectiveness** and identified areas of weakness/recommended improvements through **spend analysis** to drive **supplier consolidation & curtail tail spend** by **12%**
- Partnered local vendors to drive **special projects** (part reduction, supplier process improvement) resulting in savings of **Rs 3 million** and improving **supplier delivery performance** from **60 to 80%**
- Placed **purchase order(PO)** and **generated rate contracts** for vendor payments worth **Rs 3 million** using SAP MM
- **Led four cross-functional teams** and **liaison & negotiated** stakeholders for **smooth & fast acquisition** of 700 hectares of project land **ahead of schedule** by two months and saved **Rs 37 million in interest payments**
- Reduced **occupational illness and accidents** rate by supervising and ensuring **safety of 380 employees** through **eight safety coordinators** applying **lean manufacturing** strategies (**5S and Kaizen**) and **SOPs** by **9%**

Hindustan Zinc Ltd | Ajmer, India

Jul 2009 – Sept 2010

Engineer

- Achieved reduction of **total cost of ownership (TCO)** of equipment exercising preventive maintenance compared to previous year by **8%**
- Executed **sustainable cost-cutting measures (Fleet Management System)** improving **operational metrics/KPIs** in productivity of **100+** equipment by **12%**

Certificates & Licenses

- **Supply Chain Mgmt. Professional** - CII (2020) | **E-Procurement** - World Bank Group-Open Learning Campus (2020)
- **Logistics and Supply Chain - Design and Operations** - Operations Excellence Training (2020)
- **Export and Import** – IIFT and Government of India (2020) | **Advanced-Data Analytics** - Jigsaw Academy (2019)
- **Lean Six Sigma Green Belt** - KPMG (2019) | **Project Management** - University of California Irvine (2017)

Education

- **MBA (Operations & Analytics)** | Indian Institute of Management | Indore | 2019 - 2020
- **M.S (Mining Eng.)** | West Virginia University | USA | 2013 - 2016
- **B.Tech (Mining Eng.)** | National Institute of Technology Rourkela | 2005 - 2009