



IIT DELHI



**ONE-YEAR FULL-TIME MANAGEMENT PROGRAMME FOR EXECUTIVES**  
**PLACEMENT BROCHURE OF PGDEX-VLFM CLASS OF 2024-2025**

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# ABOUT IIM MUMBAI



Indian Institute of Management Mumbai erstwhile known as NITIE was established by the Government of India in 1963 with the assistance of the United Nations Development Programme (UNDP) and the International Labor Organization (ILO). IIM Mumbai has been ranked 7th in the National Institutional Ranking Framework (NIRF) rankings for 2023 among Management Institutes across India. IIM Mumbai is committed to creating skilled professionals in diverse functional areas like Operations Management, Analytics, Finance, Marketing, Project Management, HR, Information Technology, and Sustainability Management.

IIM Mumbai, under the dynamic leadership of Prof. Manoj K. Tiwari, Director IIM Mumbai, is the nodal hub for capacity building in Logistics and Supply chain Management to promote the PM Gati Shakti Master plan.

IIM Mumbai has established The Centre of Excellence in Logistics and Supply Chain Management. The centre aims to conduct cutting-edge research, knowledge creation, and capacity-building programmes to develop India's logistics sector through applied research and industry outreach to tackle real-time business scenarios.

## RANKINGS



Among Management Schools in India by the National Institutional Ranking Framework (NIRF) in 2024



Globally in UN Sustainable Goal No. 4 Quality Education by THE Impact Ranking 2022



In India by the THE Impact Rankings 2022



# ABOUT IIT DELHI



Indian Institute of Technology Delhi is one of the 23 IITs created to be Centres of Excellence for training, research and development in science, engineering, and technology in India.

Indian Institute of Technology, Delhi was established in 1961 by an act of the Indian parliament and designated an "Institute of National Importance". With a long trail of accomplishments behind it, it added another feather to its cap in 2018 when it was awarded the newly created designation "Institution of Eminence" (IoE) by the Government of India.

It is the mission of IIT Delhi to generate new knowledge by engaging in cutting-edge research and to promote academic growth by offering state-of-the-art undergraduate, postgraduate, and doctoral programme. IIT Delhi strives to serve as a valuable resource for industry and society. Its values are focused on excellence in scientific and technical education and research, while maintaining academic integrity and accountability, respect for diversity, and an unfettered spirit of exploration, rationality, and enterprise.

## RANKINGS



India Rankings 2024: Overall  
by the National Institutional  
Ranking Framework (NIRF)



India Rankings 2023:  
Engineering by the National  
Institutional Ranking  
Framework (NIRF)



QS World University Ranking  
in Engineering & Technology  
2024



# ABOUT PGDEX VLFM PROGRAMME



## *Post Graduate Diploma for Executives Visionary Leaders for Manufacturing*

PGDEX-VLFM is a one-year full-time residential executive diploma programme jointly conducted by IIM Mumbai and IIT Delhi to groom the emerging leaders for mid and senior-level Managerial positions. The products of this programme shall be the change drivers, who would provide the strategic impetus over a wide range of verticals such as Operations & Supply Chain Management, Strategic Planning, Business Excellence, Digital transformation, and World-Class Manufacturing.

PGDEX – VLFM is a unique programme with a rigorous curriculum to build a pool of techno-managerial leaders who can transform India's manufacturing sector. The programme thrives on peer-learning pedagogy focusing on management, manufacturing technology and leadership. This programme is designed to enable our participants to be adequately equipped and empowered with knowledge and skillsets to have a competitive advantage in the volatile, uncertain, complex, and ambiguous business environment. In addition, the programme creates a government-industry-

academia significantly contributing to the Make in India initiative and making India truly Atmanirbhar.

The VLFM (Visionary Leaders For Manufacturing) programme is designed with a philosophy of proactive approach to develop leadership and managerial skills, becoming change agents and globally competitive by leading breakthroughs. It acts as a catalyst to create cutting-edge manufacturing culture with a focus on inclusive growth.

India and the world have faced unprecedented challenges, from the pandemic to rising geopolitical tensions. Amid this shifting landscape, India is seizing the opportunity to transform into a global manufacturing hub. Targeting a 25% contribution to GDP from manufacturing by 2025, the nation is leveraging innovation, policy reforms, and technology. Visionary leaders with the ability to navigate industry needs and global uncertainties will be pivotal in driving this manufacturing renaissance and shaping India's economic future.





## PROGRAMME VISION

To create a distinct set of visionary leaders with the ability to contextualize and contribute to the nation's manufacturing renaissance.



## PROGRAMME OBJECTIVES

- Develop business insight, creativity, and innovation and achieve manufacturing excellence.
- Inculcate managerial outlook and new age business perspectives that prepare participants for tomorrow to positively impact the changing market scenarios.
- Instil capabilities to assess manufacturing challenges and drive initiatives in a dynamic business environment.
- Nurture responsive and ethical leaders who are sensitive to the society and environment.



## SCOPE OF THE PROGRAMME

The Programme strengthens the curriculum with theories, tools, and models of Breakthrough Management and the Five-Step Discovery process with workshop-oriented learning and Industrial visits in India & Abroad. It brings about the change in the thought process from small m to big M & provides a vision to look at the invisible through the Third Eye.



## SALIENT FEATURES

- 1300+ contact hours with a strong focus on manufacturing technology, operations, supply chain, strategy, and leadership.
- 6 weeks Industry Internship/Industry live project and 2 weeks of international visits and Industry Treks.
- Combination of faculty from IIM Mumbai, IIT Delhi, International academia and Industry leaders.
- Unique emphasis on next-generation technologies, strategies and develop systemic approaches to manufacturing leadership.
- Closely coupled with industry from day zero for growth towards senior management roles, manufacturing leadership and entrepreneurship.



## SPONSORED SEATS

- Seats are available for sponsored candidates from reputed organizations across the globe.
- Sponsored candidates should meet the eligibility criteria as mentioned above followed by the admission process.
- Sponsored candidates should fill out the Sponsorship Form available on the admission portal and attach the letter of sponsorship from their organization.



## ELIGIBILITY CRITERIA

- Candidates must hold a recognized first-class full-time bachelor's degree in technological (B.E. or B.Tech.) discipline.
- Candidates must have at least 4 years (and less than 10 years) full-time industrial experience across domains such as manufacturing, operations, consulting, as on the last date of submission of application as prescribed in the advertisement.



## SELECTION PROCEDURE

- The eligible candidates should apply online and register themselves on the Admission Portal.
- The selection procedure is a rigorous three-stage process that includes Online application (Leadership Profiling), Aptitude Test and Personal Interview.
- Date of selection process will be declared on the admission portal.
- Applicants will have to submit a SOP (Statement of Purpose) and two LORs (Letters of recommendations) along with detailed application form.
- Shortlisted applicants will be called for an aptitude test and personal interview conducted by the panel of IIM Mumbai and IIT Delhi faculty members.
- Candidates are evaluated on several parameters (e.g., industrial background, Domain expertise, progression in career, leadership potential, professional aspirations, academic preparedness, accomplishment, and interpersonal skills) to assess their fitment for the programme.
- Final selected candidates will be informed via admission portal.



# DIRECTOR'S MESSAGE

## IIM MUMBAI

***IIM Mumbai's legacy is about embracing diverse perspectives and nurturing the skills needed for success, setting the benchmark for quality education.***

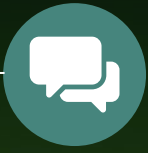


Indian Institute of Management-Mumbai, Erstwhile NITIE, has consistently provided top-notch education and training in Industrial Engineering. Over the years, it has adapted well to the changing needs of the modern industry by actively engaging with both academia and industry. IIM Mumbai's legacy is about embracing diverse perspectives and nurturing the skills needed for success, setting the benchmark for quality education. We introduced an innovative program that combines technology and management to nurture future professionals who will become leaders in the manufacturing industry. In a strategic collaboration, IIM Mumbai and IIT Delhi have jointly introduced the one-year full-time residential program, the Post-Graduate Diploma for Executives in Visionary Leadership for Manufacturing (PGDEX-VLFM), tailored for mid and senior-level managers. This programme is launched under the Government of India's VLFM initiative driven by the recommendations of the National Manufacturing Competitiveness Council (NMCC) Ministry of Human Resource Development (MHRD) and Confederation of Indian Industries (CII) to contribute to the manufacturing renaissance of the nation. This program equips individuals with the latest tools and techniques for enhancing industrial productivity. It empowers them to excel in roles that blend technology and management, making them valuable assets to their organizations and contributing to sustainable business practices. IIM Mumbai, now celebrating its 61st year, is more than just an educational institution; it's a lifelong enriching experience. The Class of 2024-25, with an average experience of 5.9 years, reflects our commitment to academic excellence and diversity. These emerging leaders have worked in various industries in roles that require both practical experience and a strong skill set. I am confident that their enhanced expertise will enable them to thrive in the dynamic business world. I extend my best wishes to the current batch and invite you to explore this brochure. Join us in shaping the transformation of their careers and contributing to our nation's growth.

**Prof. Manoj Kumar Tiwari**  
Director, IIM Mumbai







# CHAIRMAN'S MESSAGE

## IIM MUMBAI



***This is a special year for IIM Mumbai and as we reaffirm our commitment to nurture brilliance, I extend my warmest wishes to all our PGDEx – VLFM students and aspirants.***

As you stand on the brink of the next phase in your journey, I welcome you to step into a bright future with Indian Institute of Management (IIM), Mumbai.

An institution renowned for its excellence, we have pioneered world-class education for 61 years (formerly as NITIE and now as IIM Mumbai) and are proud to celebrate our Diamond Jubilee of furthering growth, innovation, and nation building.

IIM Mumbai strives to nurture hopes, dreams, and talents of the best and brightest young minds from across the country, and over the years, our alumni have continued to broaden business and entrepreneurial horizons, propelling leading organizations globally, to great success.

This ethos is exemplified with the PGDEx – VLFM (Post Graduate Diploma for Executives – Visionary Leaders for Manufacturing), a course designed especially for young professionals with industry experience to sharpen their business acumen, and become strong, inclusive leaders of tomorrow. Curated along with IIT Delhi, it amalgamates theory and practice, aiming to unify sectoral expertise with business acumen, to groom the change drivers of the future.

This is a special year for IIM Mumbai and as we reaffirm our commitment to nurture brilliance, I extend my warmest wishes to all our PGDEx – VLFM students and aspirants.

Together, let's shape a brighter, more inclusive future.

**Mr. Shashikiran Shetty**

Founder and Chairman Allcargo Group



# DIRECTOR'S MESSAGE

## IIT DELHI

***We firmly believe that the combined expertise of IIT Delhi and IIM Mumbai equips our PGDEX-VLFM graduates to be future-ready and poised to make a significant impact in the industrial landscape.***



I take immense pleasure in introducing the distinguished participants of our one-year full-time executive programme, PGDEX-VLFM, for the academic year 2024-2025. The Visionary Leadership for Manufacturing programme stands as a unique initiative, seamlessly integrating cutting-edge technology and advanced research in smart manufacturing, robotics, AI/ML, as well as the latest tools and techniques in management and industrial engineering. Our programme's participants represent a handpicked cohort of mid-career professionals with invaluable industry experience. We firmly believe that the combined expertise of IIT Delhi and IIM Mumbai equips our PGDEX-VLFM graduates to be future-ready and poised to make a significant impact in the industrial landscape. It is our conviction that this exceptional group will lead the charge in enhancing global competitiveness within our industry, thus aligning with our Prime Minister's vision of Atmanirbhar Bharat. We earnestly hope that our esteemed recruiters will offer challenging and rewarding opportunities to our PGDEX-VLFM graduates.

**Prof. Rangan Banerjee**

Director, IIT Delhi





# PLACEMENT OFFICE MESSAGE

“ ***Our students actively engage case study challenges, and hands-on projects, refining their abilities to tackle genuine management dilemmas.*** ”



IIM Mumbai, in collaboration with IIT Delhi have launched the programme Visionary Leaders for Manufacturing in 2017 to answer the global requirement of executives specialized in operations, supply chain and modern business strategies. The seventh batch of PGDEx VLFM consists with an average experience of 5.9 years in diverse industries. Embarking on the PGDEx VLFM journey at IIM Mumbai has been nothing short of transformative. This programme stands as a testament to the institute’s commitment to crafting future leaders. The blend of academic rigor, industry exposure, and personalized guidance offered here is unparalleled.

We have witnessed remarkable growth in our students, both professionally and personally. Our students actively engage case study challenges, and hands-on projects, refining their abilities to tackle genuine management dilemmas. The PGDEx VLFM batch experiences a convergence of cutting-edge education and real-world applicability, preparing them for the complexities of the global business landscape. Witnessing their journey from learners to industry-ready leaders has been immensely fulfilling. We are proud to endorse the exceptional opportunities and career trajectories this programme offers.

We extend a warm invitation, inviting all the recruiters & talent acquisition professionals to our campus for this year’s placement proceedings. It would be a privilege to host you, fostering not just an association but a dynamic and enduring partnership.

## **Prof. Neeraj Pandey**

Chairperson, Placement & Branding  
IIM Mumbai





# STUDENT COMMITTEES



## CLASS REPRESENTATIVE

The Class Representative or commonly known as the “CR” is the scholarly diplomat, bridging students and professors. With intelligence and effective communication, a CR advocates for the class’s interests, schedules lectures, facilitates problem-solving, and ensuring a conducive academic environment. The CR is the intellectual leader, promoting unity and fairness while enhancing the educational experience.



## BATCH REPRESENTATIVE

The BR is the “Student Ambassador” within the educational realm. BR is like the glue that holds the class together, deals with student affairs, the spark that ignites positive change and takes a stand for the right cause. With the charisma of a motivational speaker and the heart of a compassionate friend, the go-to problem-solver, BR is the ultimate bridge builder in the cohort.

## CONCLAVE COMMITTEE

The Conclave Committee is the catalyst for intellectual exchange, curating events that foster insightful discussions and networking opportunities. With strategic expertise and updated with the latest technology trends they provide a platform for thought leaders, industry professionals, and students to share ideas, drive innovation, and shape the future of business.



## PLACEMENT COMMITTEE

The Placement Committee is the dynamic bridge between students and their professional futures. Armed with industry insights and adept organizational skills, they orchestrate career opportunities and ensure a seamless transition from education to the workforce. Their role involves curating job prospects, equipping students with vital skills, and nurturing relationships with the HR professionals. They are the architects of successful career launches, playing a pivotal role in shaping students’ professional journeys.

## ALUMNI COMMITTEE

The Alumni Committee is the alumni engagement architect, fostering lasting connections. With exceptional networking and innovative outreach, they unite past graduates and their alma mater. They cultivate a thriving alumni community, bringing in industry stalwarts for “Drona Leadership Talks”, mentor-mentee sessions and contributing to institutional growth, keeping the legacy of the institution alive and thriving.



## BRANDING COMMITTEE

The Branding Committee is the institution’s narrative architect. With a strategic blend of communication expertise and creative finesse, promote the batch’s achievements & ensuring every event resonates with the public and social media. They connect the academic prowess with the world, cultivating a strong public perception by upholding the PGDEX VLFM course as well as IIM Mumbai’s brand value.

## INTERNATIONAL TREK COMMITTEE

The International Trek Committee is the global exploration orchestrator, curating transformative journeys to industrial hubs worldwide. The committee works closely with the travel agent, visa process & designs the itinerary to the finest details to provide students with hands-on exposure to world class manufacturing. Their mission is to bridge the gap between academia and real-world business and giving a vision to the future industry leaders.



## SPORTS & CULTURAL COMMITTEE

The Sports & Cultural Committee is the dynamic heartbeat of the PGDEX VLFM batch’s extracurricular activities. With boundless enthusiasm and organizational prowess, they nurture talent and create a vibrant campus culture. Their mission is to promote sportsmanship, artistic expression, and community cohesion through events, competitions, and cultural showcases, they inspire unity, foster creativity, and ensure a well-rounded student experience that extends beyond the classroom.



# INDUSTRY SPEAKS

“

## Joeseh Eapen

Associate Vice President - Middle East and Africa, Asian Paints



*I had a talk with PGDEx-VLFM Batch of 2024 on 25th Sept 2023 under the “Drona - The Leadership Talk” initiative at the Campus.*

*I covered various aspects of Integrated Supply Chain Planning especially based on my experience with Asian Paints.*

*The participation and enthusiasm from the student group was fantastic. Based on their own industry experiences and the courses they are taking; the question and answers session was extremely enriching to all including myself. We were able to cover a wide array of topics including business impact areas. I believe the students would pursue some more answers well beyond the session.*

*I appreciate the opportunity given to me by the institute for this energizing interaction.*

”

“

## D K Gupta

Supply Chain, Operations, Manufacturing & Lean Expert



*Honored to Engage with Future Leaders!*

*It was an absolute pleasure to connect with the talented PGDEx VLFM Batch of 2025 at IIM Mumbai for their flagship “Drona Leadership Talk Series”. Sharing insights and experiences from my journey in operations and supply chain management was a truly enriching experience.*

*A heartfelt thank you to Indian Institute of Management Mumbai, team for the opportunity and for fostering a culture of learning and growth. Initiatives like these are instrumental in shaping the leaders of tomorrow!*

”

“

## Anurag Jain

Managing Director, Strategy & Consulting - Industry X, Accenture



*I am glad that I had an opportunity to interact with PGDEx-VLFM Batch in October 2023. My discussions revolved around Transformation, Supply Chain, IOT, Sustainability, Manufacturing, and Operations. I could sense from the interaction the value of experience and the curriculum that the able teaching staff of IIM M are imparting, I am thoroughly impressed by the quality and depth of the dialogue. Everyone out there was curious, interactive and supportive of the dialogue - that is a great indicator that the students, with their previous experiences, are well equipped to charter the professional territories with great Value Delivery. I wish them all success.*

”

“

## Shilpa Arora

Director Business Unit Head-Fertility, Merck Group



*I enjoyed the interactions which helped me understand the pulse of this generation, a bunch of hard working determined students ready to take up top leadership positions in various organisations and making IIM proud.*

*I am humbled that they found value in the real time experiences I shared, and I hope that my learnings become their guidance while they navigate their own leadership journey.*

*Special thanks to Ranjani ma'am for her time and perspectives she shared and happy to know the ambition that IIM Mumbai holds of leading the ranks among the existing institutes.*

*I am sure with such experienced faculty and determined students IIM M will soon become the top-ranking institute.*

*My best wishes to the group.*

*I want to thank team IIM Mumbai for the Drona Leadership talk opportunity.*

”



# ALUMNI SPEAKS



**Akshat Verma** (VLFM Batch 03)  
Assistant Director, Society of Indian Automobile Manufacturers

*Joining PGDEX-VLFM was a pivotal moment in my career. It opened doors to diverse domains like Operations and Consulting, ultimately leading me to a fulfilling role in policy advocacy. This journey has enabled me to make a meaningful impact on the growth and development of the Indian Automobile Industry, transforming my professional trajectory in remarkable ways.*



**Hariharaprasath Chinnusamy**  
(VLFM Batch 06)  
Dealers & Distributions Inventory Planner, Specialist - Europe & Middle East, AGCO Corporation

*If I had to describe PGDEX-VLFM in one word, it would be "Transformational." This unique programme, offered by IIM Mumbai and IIT Delhi, reshaped how I think, lead, and create impact.*

*The exceptional faculty, combining academic brilliance with industry expertise, brought real-world scenarios into the classroom. Each case-based session felt like a masterclass in solving complex, real-world challenges. Collaborating with a diverse cohort further enriched my learning, helping me approach problems from fresh perspectives.*



**Mahua Mukherjee** (VLFM Batch 05)  
Demand Planning Analyst, Nike

*Before joining the VLFM programme, I had amassed seven years of work experience in various domains of the supply chain. My goal was to learn top-notch techno-managerial and leadership skills from world-class teachers and a diverse cohort. Today, having completed my coursework and joined one of the highest-rated supply chain industries, I can confidently say that the programme equipped me with decision-making confidence, leadership skills, and in-depth knowledge of the supply chain domain. Without this programme, I may not have had the opportunity to fulfil these goals.*



**Vikrant Garg** (VLFM Batch 04)  
DGM- Supply Chain, Reliance Industries Ltd

*NITIE is the ultimate destination for professionals aiming to excel in operations and the supply chain landscape. As an alumnus of this prestigious institution, I take immense pride in being part of a legacy that shapes leaders who drive innovation and operational excellence. The one-year PGDEX-VLFM program is specially designed for experienced professionals. This transformative program combines experiential learning with unparalleled industrial exposure, equipping participants with the tools and insights to tackle modern-day challenges with agility and creativity. Enrolling in this program is more than an educational pursuit— it's a journey of personal and professional growth. It's a commitment to evolving into a next-generation leader, ready to revolutionize industries and lead organizations into a future of innovation, efficiency, and global competitiveness.*



**Priyal Shinde** (VLFM Batch 05)  
Manager - BDS (Data consultant for Supply Chain), Genpact

*My journey in the PGDEX-VLFM program at IIM Mumbai and IIT Delhi has been transformative and truly life-changing. Prior to joining VLFM, I worked in the manufacturing industry across various domains, including Operations and Supply Chain. The PGDEX-VLFM program provided the ideal platform for me to deepen my knowledge in these areas while gaining valuable insights into current industry trends. The curriculum is meticulously designed to enhance general management skills such as Finance, Accounting, Marketing, AI and Machine Learning, and Sustainability, alongside comprehensive expertise in Core Supply Chain, Manufacturing, and Strategy.*

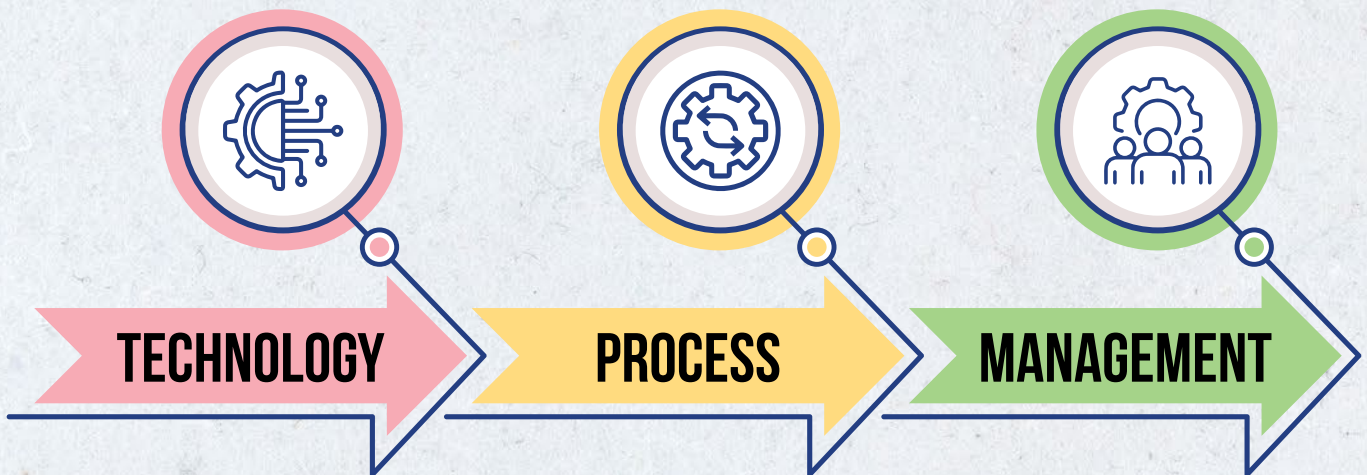




# COURSE CURRICULUM

## PROGRAMME DESIGN

To achieve the VLFM philosophy, the programme structure is based on three pillars: **Technology**, **Process** and **Management**.







## PEDAGOGY

Experiential learning and practice-based curriculum along with classroom lectures, guest talk series, industrial visits, and group exercises help enhance the intellectual capabilities, enabling students to broaden their perspectives and launch themselves into new avenues of critical thinking, problem solving and decision making.

Techno-Managerial courses tailored at the institutes

instils technical skills and managerial outlook which are crucial towards transforming the manufacturing edge of modern India.

Case-study based learning approach encourages students to develop a growth mindset and open thought process and emerge as visionary leader who is capable of maneuvering unstructured and dynamic real-life situations.

## COURSES AT IIM MUMBAI

- Work system Design
- Manufacturing System Design
- Manufacturing Strategy
- Project Management
- Operations Process Analysis and Capacity Management
- Operations Research in Manufacturing
- Operations Planning under Uncertainty
- Cost Management and Controls
- Supply Chain, Strategic Sourcing, and Logistics Planning
- Supply Chain Integration
- Design of Future Digital Factory
- Strategic Imperatives of New Product Development
- Systems Approach to Manufacturing
- Foresight Driven Technology and Innovation Strategy
- Marketing: Theory and Practice
- Accounting for Manufacturing
- Managerial Economics
- Sustainable Development
- Data Analytics
- Organization Behavior: Energizing Workforce
- Macro Environment and Policy
- Business to Business Marketing
- Advanced Human Resource Management
- Market Research for Global Manufacturing Competitiveness
- Strategic Planning and Implementation
- Information Systems for Manufacturing Asset Management
- Sustainable Strategies for Manufacturing
- Enterprise Systems in Manufacturing
- Visionary Leadership

## COURSES AT IIT DELHI

- Statistics for Manufacturing Management
- Artificial Intelligence and Machine Learning
- Core Manufacturing Processes
- Additive Manufacturing
- Subtractive Manufacturing
- Digital Design and Robotics
- Automation and Smart Manufacturing
- Materials and Machine Tools Design
- Energy Management and Industrial Safety
- Experimental and Computational tools for Manufacturing Management



# VLFM BUSINESS CONCLAVE - ABHYUDAY

## abhyuday

*Inspiring Today, Igniting Tomorrow*

ABHYUDAY is a prestigious gathering that brings together industry leaders, innovators, entrepreneurs, and visionaries. It serves as a platform for networking, sharing insights, and discussing the latest trends and challenges shaping the business world. These events feature keynote speeches, panel discussions and networking sessions focused on various aspects of business, such as technology, leadership, marketing, finance, and strategy.

VLFM Business Conclave is designed to inspire, educate, and empower the students & attendees by providing valuable opportunities to connect with industry leaders, gain knowledge from experts, and explore new ideas. They aim to foster innovation, encourage collaboration, and facilitate the exchange of cutting-edge practices, ultimately driving growth and success in today's competitive business landscape.





# DRONA LEADERSHIP TALK



Through this flagship talk series, Eminent Industry Speakers & Leaders with extensive domain expertise across various sectors are invited to discuss ideas and share experiences that add value to the participants of this programme. These lectures serve as motivation and help the participants understand the style, perceptions, and the methodologies adapted by the industry leaders to face real-life challenges. These talks also act as the bridge between academia and industry, motivating and encouraging the participants to think big. Participants get to inculcate managerial outlook and new-age business perspectives that are much needed to stay relevant in the changing market scenarios and prepare them for tomorrow.



# INDUSTRIAL VISITS

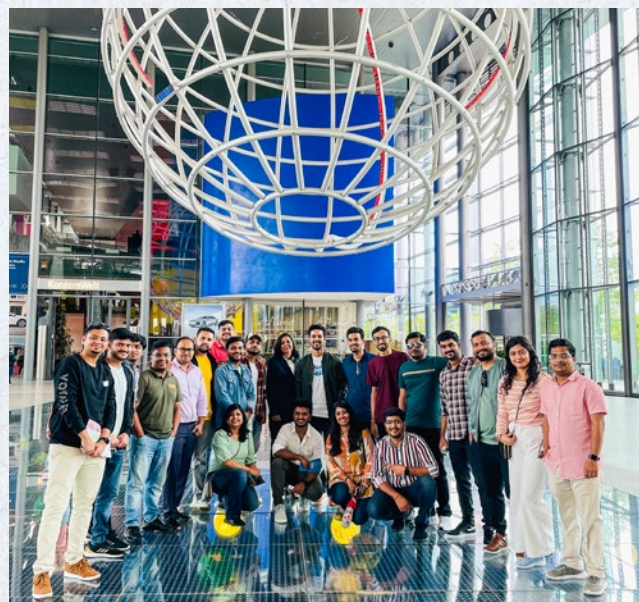
Industrial visits are immersive learning experiences that expose students to real-world business environments. These visits provide practical insights into industry operations, fostering a bridge between theoretical concepts and practical application. They enable students to grasp industry dynamics, gain market awareness, and understand managerial practices firsthand.



# INTERNATIONAL TREK

As a part of this module, the batch visits international destinations that are at the forefront of 'operational and business excellence,' offering a new approach towards manufacturing to optimize concept generation, production, and logistics with the help of advanced information and emerging technologies.

It's important to understand how the manufacturing landscape is evolving at a rapid rate in a VUCA world. The trek covers industrial and technological giants where the batch gains valuable insights regarding the smart manufacturing processes, strategies, and value chain addition that meet stringent quality standards with innovation and digital makeover.





# PREVIOUS BATCH HIGHLIGHTS

## ROLES OFFERED IN THE PAST

Deputy Director	Senior Manager	Senior Consultant	MDM Consultant
Business Analyst	Project Manager	Senior Planner	Deputy Manager
Demand Planning Manager	Supply Chain Strategy and Optimization	Manager Business Process	Senior Management Consultant
Demand Planning Analyst	Joint Managing Director	Technical Product Manager	Operational Excellence Programme Manager

## PROMINENT RECRUITERS


# PGDEX VLFM BATCH OF 2025





# CURRENT BATCH STATISTICS

## BATCH SIZE



25

Students

## GENDER RATIO



84%

Male



16%

Female

## AVERAGE AGE



28.2

Years

## WORK EXPERIENCE



5.9

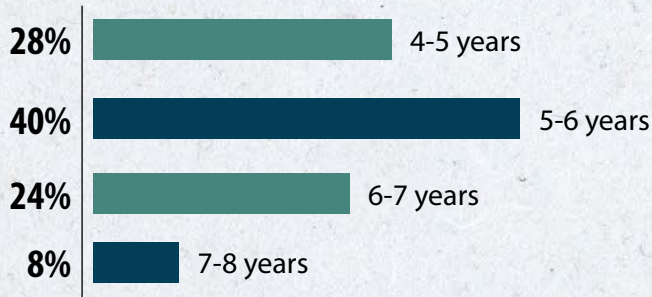
Years  
Average Work Ex



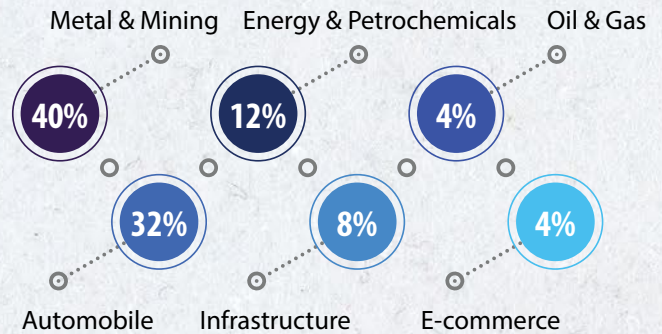
20%

International Work Ex

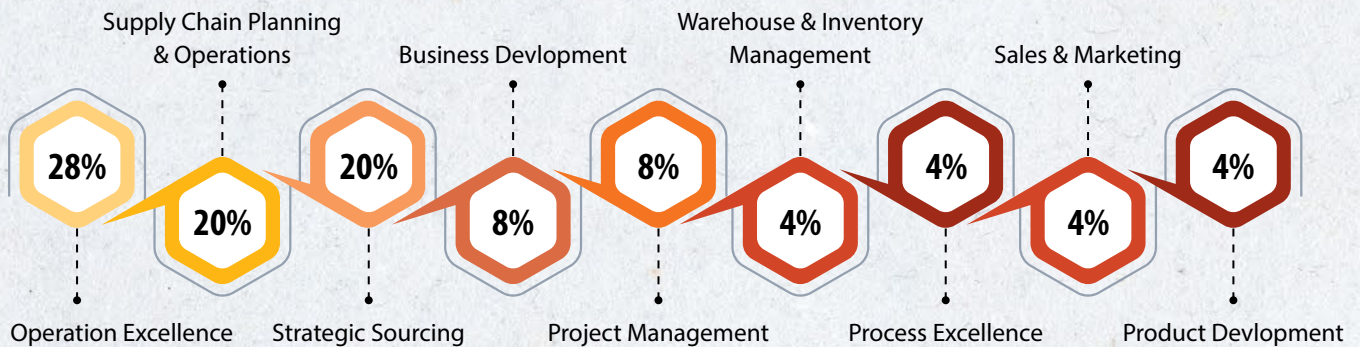
## PROFESSIONAL EXPERIENCE SPECTRUM



## INDUSTRY BACKGROUND



## FUNCTIONAL EXPERTISE



## PRIOR INDUSTRY EXPERIENCE





# BATCH PROFILE SUMMARY

Work Ex	Name	Last Company	Industry	Domain	Key Skillsets
4-6 Years	<b>Aayush Goel</b>	Tata Motors Limited	Automobile	Strategic Sourcing and Supply Chain	Strategic Sourcing   Supply Chain Management   Negotiation   Vendor Development   Risk Mitigation
	<b>Animesh Verma</b>	Maruti Suzuki India Limited	Automobile	Operations, Supply chain & Program management	Digital transformation   Manufacturing excellence   Plant procurement and Cost control   Operation excellence   Project and program management
	<b>Chaganti Lakshmana Sasank</b>	Hindalco Industries Limited	Metal & Mining	Business Development, Project Management	Strategy sourcing   Negotiation   Technology selection   Strategies for Raw materials security   Strategic Business Development
	<b>Dheeraj Kumar</b>	Hindalco Industries Limited	Metal & Mining	Process control and Material Management	Project Management & Digital Transformation   Operations Excellence   Six Sigma Black Belt   Risk Management   Supply chain management
	<b>Mayank Damele</b>	Tata Motors Passenger Vehicles Limited	Automobile	Program Management, Strategic Sourcing	Program Management   Strategic Sourcing   New Product Development   Vendor Development   Digital Transformation
	<b>Manoranjan Pradhan</b>	Hindalco Industries Limited	Metal & Mining	Sales & Business development, Project Management and Operations	Strategic Sourcing   Negotiation   Vendor management   Strategic Planning   Operational excellence
	<b>Mona Sharma</b>	Hindalco Industries Limited	Metal & Mining	Operations, Production planning	Operational Excellence   Supply Chain Production Planning & Inventory Management   Digital Transformation   Leadership & Change Management   Risk Management
	<b>Nupur Singh</b>	Asian Paints Limited	Energy & Petrochemicals	Operations, Maintenance & Manufacturing excellence	Power budgeting   Operation excellence   Procurement   Data analytics   Negotiation
	<b>Prachi Pratikhya Das</b>	Tata Steel Limited	Metal & Mining	Operations & Maintenance	Operational Excellence   Vendor development   Process improvements   Project Management   Inventory management & Digital transformation
	<b>Pradip Shinde</b>	Tata Motors Limited	Automobile	Operations	Operational Excellence   Process Excellence   Quality Management   Continuous Improvement   Digital Transformation
	<b>Raj Shah</b>	Flipkart	E-commerce	Supply chain warehouse Operations & Planning	Reverse logistics   Warehouse Operation Excellence & Logistics Management   Inventory & Project Management   Data Analytics   Digital Transformation & Sustainability
	<b>Rayabharapu Yogitha</b>	Hindalco Industries Limited	Metal & Mining	Project Management, Operations, Technical & Quality Services	Project Management   Production Planning   Operational Excellence   Digital Transformation   Data Analytics
<b>Sarvottam Jha</b>	Reliance Industries Limited	Energy & Petrochemicals	Supply chain Management	Supply chain Planning   Demand Planning   Supply network planning   Production Planning & detailed scheduling   Inventory management	



Work Ex	Name	Last Company	Industry	Domain	Key Skillsets
4-6 Years	Saswata Mukherjee	Linde Ltd	Chemicals & Gas	Operations	Operation excellence   Production planning   Process Optimaztion   Digitization   Automation   Quality assurance   Cross-functional Collaboration
	Shreyant Singh	Dana Anand India Pvt Ltd	Automobile	Program management & Supply chain management	Program Management   Strategic Sourcing   New Product Development and Materials Management   Supply chain Planning   Capex Planning and Purchase
	Siddharth Yadav	JSW Steel Limited	Metal & Mining	Sourcing, Material Management, Supply Chain	Strategic sourcing   Contract Management   Supply Chain Management   Digital Transformation   Negotiation & Vendor performace evaluation
	Yash Andhrutkar	Mahindra & Mahindra Limited	Automobile	Strategic Sourcing and Supply Chain	Strategic sourcing   Supply chain management   Procurement   Project management   Inventory management
6-7 Years	Deepak Gupta	Kalpataru Projects International Limited	Infrastructure	Project Management, Supply Chain Management	Supply Chain Design & Management Strategy   Logistics Management   Project Management   Customer and Vendor relationship management   Budgeting & Cost Control
	Raushan Kumar	Mahindra & Mahindra Limited - Swaraj Division (FES)	Automobile	Strategic Sourcing & Supply chain	Strategic Sourcing   Supply chain management   Costing & Negotation   Digital Transformation   Program Management & New Product Development
	Sagnik Haldar	Vedanta Resources Limited	Metal & Mining	Supply Chain Transformation, Ops Excellence, Project Management	Digital Transformation   Manufacturing Excellence   Strategic Sourcing & Procurement   Project Management   Stakeholder Management
	Swastika Tripathy	Tata Steel Limited	Metal & Mining	Marketing & Sales	Sales & Marketing   Business development   Customer Relationship Management   B2B marketing   Brand development
	Vivek Sharma	Tata Steel Limited	Metal & Mining	Industrial Engineering & Management	Operation Excellence   Consulting   Organization Restructuring   Strategic Workforce Planning
7-8 Years	D Rakesh	Tarsons Products Ltd	Energy & Petrochemicals	Operation Excellence, Project Management, Procurement	Production Planning   Supply Chain Management   Procurement   Process Improvement   Warehouse & Logistics Management
	Navin P	Accurate Machines and Accessories Private Limited	Infrastructure	Operations	Operation Excellence   Project Management   Vendor Management   Supply Chain Management   Process Improvement
	Ram Manas	Maruti Suzuki India Limited	Automobile	Product Development, Research & Development	Product Development   Project Management   Automotive Safety Design  Market Research   Vendor Development



## AAYUSH GOEL

WORK EXP. : 5 years 10 months | AUTOMOBILE

*A goal-oriented professional with nearly 6 years of experience in Supply Chain Management, Procurement & Strategic Sourcing. Adept at managing end-to-end supplier relations, cost optimization, and leading projects through data-driven strategies.*

### Education :

- BE Mechanical Engineering (Production), Thapar Institute of Engineering & Technology, Patiala

### Past Employers :

- Tata Motors Limited

☎ +91- 8448497012

### Career Highlights

#### Strategic Sourcing & Procurement

- Managed the procurement of bearings with an annual spend of INR 500+ crores, overseeing a diverse supplier base across domestic and global markets
- Managed sourcing for 20+ vendors and 500+ SKUs, driving cost reduction through negotiations, eSourcing, and import substitution while overseeing raw material settlements, and supplier finances
- Designed a Power BI dashboard for precise tracking, generating ₹2.7 Cr in SC optimizations while leading localization and China de-risking projects by leveraging Global sourcing expertise

#### Project Management

- Led a 25+ member team as the champion for department-level cost reduction projects, driving initiatives across 100+ suppliers
- Handpicked for the company-wide ICONS project to enhance HCV value propositions, collaborating with dealers, customers, and technicians in Rajasthan to recommend performance improvements

#### Process Improvement

- Led a team of 50+ technicians to manage preventive maintenance for 113 buses, achieving reduced downtime and improved fleet profitability
- Efficiently managed spare parts inventory to ensure maximum vehicle availability while meeting cost targets

#### Achievements

- Awarded by the Executive Director, Tata Motors for exceeding targets and driving cost reductions
- Awarded by the CPO, Tata Motors for completing e-SCV initiatives under Auto-PLI and FAME schemes ahead of schedule

#### Certifications

- Certified in Business Analytics by Center for Industry 4.0 (C4i4) Lab, an initiative of the Ministry of Heavy Industries
- Data Driven Supply Chain Transformation'24 from IIM Mumbai & MIT (Prof David Simchi-Levi)



## ANIMESH VERMA

WORK EXP. : 5 years 5 months | AUTOMOBILE

*Results-driven professional with rich experience of 5+ years in digital transformation, operational excellence, leadership and SCM across the automobile and FMEG sectors. Skilled in optimizing costs, Business Excellence, with a proven track record of delivering innovative solutions.*

### Education :

- B.Tech Production and Industrial Engineering, Delhi Technological University formerly DCE

### Past Employers :

- Maruti Suzuki India Limited
- Havells India Limited

☎ +91- 9650815766

### Career Highlights

#### Operations, Supply chain management & Leadership

- Spearheaded production and planning for welding Ignis and Super Carry models
- Led a team of 250+ employees (both white and blue collar)
- Increased weld shop direct pass rate from 85.60% to 92.41% by strategic system improvements
- Increased Ignis weld line efficiency from 85% to 92% through automation and reducing NVA
- Directed procurement of capital items while ensuring cost control at vehicle plant
- Achieved significant cost savings of approximately INR 7.6 Cr through reverse auctions in SAP

#### Digital Transformation

- Led SAP Ariba project implementation, driving digital transformation across the VEH-G division
- Led the SAP S4 HANA (MM) implementation from the plant side, collaborating with key stakeholders and SMEs

#### Program management & Manufacturing Excellence

- Acted as SPOC for NPD and Industrial Engineering from the plant side
- Capacity ramp-up of Havells QVE DB assembly line by 12 units/hr through effective work study and line balancing
- Led the automation project of pouch packing assembly, resulted in a reduction of two manpower and saving INR 4.2 lakh annually

#### Achievements

- Consistently received high performer award for 2 Financial years from MSIL
- Awarded a patent for the invention titled "Modification of Evaporative Desert Cooler" (Patent No. 509420)

#### Certifications

- Lean Six Sigma green belt certified by (AIGPE™)
- Operation Management professional certified by LSBA
- SCM expert certified by Six Sigma Academy Amsterdam



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**CHAGANTI LAKSHMANA SASANK**    **WORK EXP. : 5 years 11 months**    **METALS & MINING**

*Results-driven project management professional with nearly 6 years of experience in strategic planning, project implementation, and stakeholder relations. Proficient in risk analysis, resource management, and ensuring regulatory compliance to achieve timely project completion.*

**Education :**

- BTech Mechanical Engineering, NIT Surat

**Past Employers :**

- Hindalco Industries Ltd

☎ +91-8332925778

**Career Highlights**

**Business Development**

- Led feasibility study for the India's first greenfield E-waste & copper scrap recycling facility (~80KTPA) of an INR 2400 Cr investment
- Analyzed global and Indian E-waste trends, addressed market challenges, and integrated best practices from European plants
- Procured ~200 tons of e-waste (PCB) for testing in leading national and international laboratories
- Co-ordinated with internal stakeholders to set up ~10 TPD pre-processing capacity Pilot project with Capex of INR 50 lakhs
- Trained 40 new joiners, ensuring the understanding of project processes and workflows
- Achieved 30% reduction in reporting time and 20% improvement in project timelines adherence by implementing Power BI dashboard for KPI tracking

**Project Management**

- Coordinated ordering and delivery of 15 EPCM equipment packages, ensuring timely progress even during the COVID outbreak
- Successfully resolved additional claims of INR 4 crores without any monetary settlement, backed by substantial documentation
- Conducted thorough reviews of 200 + engineering drawings to ensure compliance with technical specifications and standards
- Ensured zero manpower casualties and accidents while managing a daily team of 400-500 blue-collar workers, with a peak of 600

**Achievements**

- Led & Commissioned INR 200 Cr+ Alumina Production unit for ABG and ensured speedy ramp-up in mere 6 days, 25 days below the industry average
- National Finalist – Dakshatha Case competition organized by IIT-Madras

**Certifications**

- Data-driven supply chain transformation by Prof. David Simchi-Levi (MIT)
- Project Management Professional (PMP) certificate from Proventures Ltd.



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**D RAKESH**    **WORK EXP. : 7 years 2 months**    **ENERGY & PETROCHEMICALS**

*A seasoned professional with 7.2 years of experience in operational excellence, project management, supply chain planning, inventory management, plant operations, resource optimization & lean manufacturing across Pharma, Lubricant, Beverage & FMCG sectors, known for achieving high-impact results.*

**Education :**

- MTech Materials Science & Tech, IIT (BHU), Varanasi
- BTech Plastic Engineering, CIPET Bhubaneswar

**Past Employers :**

- Alpla India Pvt Ltd
- Tarsons Products Ltd

☎ +91- 9381178923

**Career Highlights**

**Business Excellence & Quality Management**

- Enhanced process optimization and automation, reducing lead time for order delivery by 6 days (20% reduction in TAT)
- Revamped over 800 SKUs and executed 2,000+ customizations annually, enhancing product offerings and customer satisfaction
- Spearheaded the planning and execution of ORM, BRSR, Internal audits, QMS and external customer audits for 03 units

**Digital Transformation & Process Improvement**

- Streamlined production order generation for domestic & export customers using CTO software, enabling centralized management to minimize mix-ups and prevent unnecessary reorders.
- Reduced overall process rejection from 3.2% to 0.8% by implementing quality management techniques
- Part of Industry 4.0 implementation, integrate IIoT platforms for real-time monitoring and downtime analysis

**Operational Excellence**

- Supervised a team of 95 Employees, 16 production machines to ensure efficient & effective annual sales production of 330 Cr by complying with OSHAS Standards
- Appointed as a Functional Trainer pan-India operations for "Saksham Program" to strengthen the technical expertise of operators, shift in-charges, and technicians

**Achievements**

- Qualified GATE Examination in 2019 and secured All India Rank 309
- National winner in IIM Sampalpur's Opstimato case competition & National finalist in four case competitions

**Certifications**

- Data Driven Supply Chain Transformation '24 by Prof David Simchi-Levi from IIM Mumbai & MIT
- Certified as Internal Auditor for ISO 13485:2016 Medical Device & ISO 14001:2015 EMS



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## DEEPAK GUPTA

WORK EXP. : 6 years 8 months

INFRASTRUCTURE

*PMP-certified professional with about 7 years of expertise in project management, supply chain design, sourcing, procurement, & logistics for domestic and international projects. Proficient in contract management, CRM, budgeting, and optimizing resource control for enhanced operational efficiency*

### Education :

- BTech Mechanical Engineering, NIT Surat

### Past Employers :

- Larsen and Toubro Ltd.
- Kalpataru Projects International Limited

☎ +91-9724291592

### Career Highlights

#### Project Management and Operation Excellence

- Spearheaded project design optimization in collaboration with IIT Bombay, achieving 8 Crores in cost savings through strategic planning, scheduling, and resource management
- Executed India's first complex sea outfall project in the Maldives on its own, enhancing global presence and profitability
- Executed FIDIC contract clauses, ensuring meticulous documentation and comprehensive due diligence to uphold contract compliance and mitigate risks

#### Supply Chain Management

- Developed a vendor database and optimized warehousing, cutting material procurement costs by INR 4.5 Cr in the Maldives market
- Optimized international procurement and logistics across India, China, Italy, Sweden, UAE & Maldives, saving INR 10.5 Cr.
- Successfully identified and mitigated project risks through a strategic zone-based resource distribution approach across Pune, resulting in a savings of INR 4.2 Crores

#### Stakeholder and Contracts Management

- Facilitated collaboration with EXIM Bank, the Indian High Commission, and various ministries to secure essential project approvals and certifications
- Led a team to resolve customer and vendor issues, ensuring smooth operations and high-level reviews with key ministries and regulators like EPA & URA

### Achievements

- National winner in IIM Sampalpur's Opstimato case competition
- National finalist in 7 case competitions

### Certifications

- PMP Certification from Project Management Institute in 2023
- Data Driven Supply Chain Transformation '24 by Prof David Simchi-Levi from IIM Mumbai & MIT



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## DHEERAJ KUMAR

WORK EXP. : 5 years 11 months

METAL & MINING

*A results-driven professional with 6 years of experience excelling in Operational Excellence and Supply Chain Management in the Metal and Mining sector, skilled in Process Optimization, Cost Reduction, Digital transformation, and Productivity enhancement.*

### Education :

- BTech Metallurgical Engineering, B.I.T. Sindri, Dhanbad

### Past Employers :

- Hindalco Industries Ltd.
- JSW Ltd.

☎ +91 7875406055

### Career Highlights

#### Operational Excellence & Project Management

- Led Six Sigma project, reducing fines input in Blast Furnace by 25% and generating ₹6.3 crore profit
- Applied DMAIC methodology to reduce sulfur content in hot metal from 0.05% to 0.025%, delivering annual cost savings of INR 30 crore
- Led ₹150 crore capital shutdown for copper smelter, ensuring on-time project completion and seamless operations resumption
- Spearheaded, Asia's largest blast furnace commissioning (₹2,100 crore), and achieving 13,500 TPD and surpassing targets by 10%
- Optimized Blast Furnace operations via the DMAIC framework, cutting fuel rate by 5 kg/thm and driving ₹45.6 crore in annual savings

#### Supply Chain Management

- Analyzed consumption pattern for demand forecasting and strategic planning for minimizing spare inventory
- Analyzed raw material forecasts, enabling strategic production planning, shutdown scheduling, and minimizing WIP inventory
- Boosted WIP export capacity from 300 to 1,500 TPM by driving operational improvements, streamlining logistics & leading CFT.

#### Digital Transformation

- Installed smelter cameras, cutting inspection time by 85% and saving ₹50 crore annually through increased uptime
- Incorporated Process automation and Industry 4.0 elements to improve safety & efficiency of plant build

### Achievements

- Hindalco role model award for implementing ERM at Smelter

### Certifications

- Lean Six Sigma Black Belt Certified from Henry Harvin
- Data-Driven Supply Chain Transformation 2024- IIM Mumbai



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## MANORANJAN PRADHAN WORK EXP. : 5 years 11 months METAL AND MINING

*Value driven professional with around 6 years of experience in Project Management, Business Development, and Operational Excellence. Proven success in leading large-scale projects, optimizing processes, and driving cross-functional collaboration to achieve strategic business goals.*

### Education :

- Mechanical Engineering from Veer Surendra Sai University of technology, Burla

### Past Employers :

- Hindalco Industries Limited

☎ +91-8763923756

### Career Highlights

#### Business Development and Sales

- Collaborated with a cross-functional team of 10 from R&D, planning, and plant operations to execute market research activities
- Boosted profitability by 22% and released ₹18.8 Cr through green alloy development in FY24
- Saved ₹2.2 Cr in FY24 and targeted 70% aluminum roofing market share by FY25 with supply chain and TAT improvements
- Grew roofing revenue from 6% in FY23 to 14% in FY24 via chemical and casting market optimization

#### Operational Excellence and Digitization

- Secured ₹23.2 Cr savings and ensured seamless production through filter restoration project
- Reduced inventory costs by 12% and improved working capital with data-driven stock optimization
- Improved MTBF by 22% and MTRR by 10% using AI/ML job planning with Aspen Tech, boosting efficiency

#### Project Co-Ordination

- Managed budget cash flow of ₹170 Cr+ for a brownfield project with zero cost overruns, overseeing 18 packages with 70+ SKUs
- Mitigated 20+ identified risks and actively supported detailed engineering through HAZOP studies and 3D model analysis

### Achievements

- National Finalist of Dakshata-The operations case competition on Sahara Logistics at IIT, Madras
- "Champion of champions" award, 1/245 teams, Hindalco level for restoration of disc filter project
- Prime Gold award, 7/600+ teams in ICQC for process optimization project, held in Jakarta, Indonesia

### Certifications

- Data-Driven Supply Chain Transformation'24 with Prof. David Simchi-Levi, MIT, and IIM Mumbai
- Six Sigma Green Belt certification on LinkedIn Learning



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## MAYANK DAMELE WORK EXP. : 5 years AUTOMOBILE

*An analytical and performance-driven professional with 5 years of multifaced experience spanning from Strategic Sourcing to Program Management. Proficient in Vendor Management, Cost Optimization, Risk assessment, Project Management and New-Product Development.*

### Education :

- BTech, Mechanical, MANIT-Bhopal

### Past Employers :

- Tata Motors Ltd

☎ +91-9424910020

### Career Highlights

#### Strategic Sourcing & Procurement

- Managed end-to-end sourcing activities and long-term contract of 400+ exclusive parts amounting APV INR 300 Cr
- Oversaw RFQs, Cost Settlement, Negotiations, Vendor Selection, and Onboarding for 10+ vendors, broadening strategic supplier base for long-term relationship
- Implemented base model costing for platform products using zero-based costing and teardown benchmarking workshops
- Designed and implemented procure-to-pay cycle, resulting in productivity enhancement by reducing the cycle time by 18%

#### Program Management

- Spearheaded the New-Product Introduction (NPI) development project – Tata Tiago/Tigor Twin Cylinder CNG – from Kick-Off (KO) to Start of Production (SOP)
- Collaborated with 10+ CFTs, internal and external, to ensure project execution complied within product development plan while resolving de-bottleneck issues to facilitate gateway clearances

#### Operation Excellence & Digital Transformation

- Spearheaded localization project of INTRA 1.2L engine components to enhance capacity & address supply constraints, with additional recurring annual saving of 1 Cr.
- Developed a digital sourcing platform, to enhance the procurement cycle time, resulting in a 16% decrease in the Project duration

### Achievements

- Received the "Bronze Award" for exemplifying leadership qualities in "Driving Execution" and "Accountability" for achieving VA/VE cost reduction targets
- Received recognition for quickly ramping up upper body BIW parts to deliver Winger ambulances to Maharashtra Government during COVID

### Certifications

- Data Driven Supply chain Transformation 2024 by Prof David Simchi Levi (MIT) & IIM Mumbai
- Certification Program on "Financial Acumen & Taxes" by Tata Motors Ltd.



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## MONA SHARMA

WORK EXP. : 5 years METAL AND MINING

*Proactive and result driven professional with rich experience in Operational excellence and Supply chain management. Delivered impactful results in Safety, Inventory optimization & Digital transformation with keen focus on improving Customer Delight.*

### Education :

- B. Tech Metallurgical and Material Engineering, National Institute of Technology, Rourkela-2019

### Past Employers :

- Hindalco Industries Limited

+91 7438963836

### Career Highlights

#### Supply Chain Management

- Led PPC team in managing 90 KTPA Aluminum rolled business, achieving an OTIF improvement from 79% to 91% through effective supply chain optimization and S&OP implementation
- Designed the Plan-to-Produce (PL2P) model and developed a comprehensive resource mapping framework to streamline product costing as part of a major ERP implementation project
- Oversaw operations strategy, including planning, budgeting, metal navigation, inventory, shutdowns, and predictive maintenance for optimal production

#### Operational Excellence & Digital Transformation

- Collaborated with cross-functional teams to cut downtime and boost reliability through RCA and improvement projects, reducing MTBF
- Served as Risk Champion for Hot Mill Operations, creating a detailed risk register and mitigation plan to strengthen safety and operational resilience
- Led advanced ERP integration by implementing Level 2 systems for 7 soaking pits and 15 weighing scales at the rolling plant, minimizing manual errors
- Led CAPEX projects enhancing safety with RFID access control and automated thermocouple systems

#### Achievements

- National Award - 1st Runner Up in the 49th National Competition for Young Managers, AIMA '23
- Global Representation - Represented Hindalco at the UP Global Investor Summit 2023
- Authored the publication "Cryotreatment of Nickel-Titanium Shape Memory Alloy," published by Lambert Academic Publishing, ISBN: 978-6202511230

#### Certifications

- Application of Project Management Body of Knowledge best practices using MS Project Pro
- Green Belt Six Sigma by Udemy
- Data-driven supply chain transformation by Prof. David Simchi-Levi, MIT



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## NAVIN P

WORK EXP. : 7 years 9 months INFRASTRUCTURE, MANUFACTURING

*A results-driven and courteous professional with over 7 years of experience in Operations, Supply chain and Project Management. Skilled in analyzing key processes and driving continuous improvements to optimize workflow efficiency while maintaining high standards of quality, time, & cost control.*

### Education :

- BE Mechanical Engineering 2015, Panimalar Engineering College, Chennai

### Past Employers :

- Accurate Machines and Accessories Private Ltd
- Larsen & Toubro Constructions
- Cognizant Technology Solutions

+91 99402 73564

### Career Highlights

#### Operational Excellence

- Spearheaded the supply chain of pumps, valves, pipes, fittings and process equipment required at WTP for 25+ Government Water Supply projects across India
- Achieved a revenue target of ₹120 Crores over four years, realizing a 10% cost reduction through process optimization and operational efficiencies

#### Digital Transformation & Process Improvement

- Pioneered the integration of Engineering, Procurement, and Construction (EPC) processes into a unified digital platform, "E-Pragati," for real-time project monitoring and performance tracking
- Optimized procurement workflows, reducing the Purchase Order cycle time by 35% through the application of lean sourcing methodologies
- Collaborated on the introduction of digital tool Material Schedule Tracker, for process optimization

#### Project Management

- Directed 10+ large scale projects totaling INR 3200 Cr. in coordination from start to finish
- Entrusted with leading cost control initiatives, optimizing profitability, and ensuring timely project delivery through comprehensive strategic planning and execution

#### Achievements

- Successfully spearheaded the initiative to obtain ZED certification in Gold Category for organization
- Consistently recognized with the 'Top Performance' award during the years 2018-2022
- National Winner in IIM Sampalpur's Opstimato Competition

#### Certifications

- PG Certification in Welding and Quality Engineering by BHEL Welding Research Institute, Trichy
- Six Sigma Green Belt Certified from India Statistical Institute, Bengaluru
- Data Driven Supply Chain Transformation '24 by Prof David Simchi-Levi from IIM Mumbai & MIT



## NUPUR SINGH

WORK EXP. : 4 years 11 months

MANUFACTURING

*Results-driven professional with almost 5 years of experience in project management, digital transformation, and maintenance engineering. Demonstrated expertise in energy management, Industry 4.0, IoT-driven solutions and proven track record of optimizing operations & reducing costs.*

### Education :

- B.E Electrical Engineering, Shri G.S institute of science and technology Indore (M.P)

### Past Employers :

- Asian paints limited

☎ +91 9406517411

### Career Highlights

#### Business Excellence & Quality Management

- Implemented Lean practices to enhance asset care, reducing breakdowns
- Achieved 100% compliance in statutory audits for critical equipment
- Strengthened ISO-certified quality frameworks to ensure operational excellence
- Optimized cooling tower efficiency, reducing energy by 8,000 units/month

#### Digital Transformation & Process Improvement

- Deployed IoT systems for real-time equipment monitoring, reducing downtime
- Integrated SAP-based CMMS, digitizing maintenance workflows
- Launched a Digital Energy Management System, saving ₹1.5 crore/year
- Automated solar panel cleaning and truck unloading, saving ₹50 lakhs annually

#### Operational Excellence

- Led a team of 20+ members for predictive and preventive maintenance
- Achieved 4.66 million kg/year CO2 reduction via 100% renewable energy
- Enhanced HVAC and lighting systems, saving ₹10 crore in 4 years
- Reduced equipment failures using vibration analysis for predictive maintenance

#### Achievements

- Recognized for optimizing cooling tower and solar panel efficiency
- Saved ₹32 lakhs by automating electrical boiler operations
- Led robotic solar panel cleaning, reducing manual intervention
- Delivered ₹400 crore savings via renewable energy projects

#### Certifications

- TUV Certified Internal Auditor for ISO 9001, 14001 & 45001
- Certified First Aider by FAITH
- Data Driven Supply Chain Transformation '24 by Prof David Simchi-Levi from IIM Mumbai & MIT



## PRACHI PRATIKHYA DAS

WORK EXP. : 5 years

METAL & MINING

*Results-driven professional with 5 years of experience at Tata Steel India Ltd, specializing in optimizing operations and driving business excellence. Proven ability to enhance steel production through strategic process improvements and meeting throughput targets of Annual Business Plan.*

### Education :

- College of Engineering & Technology, 2015-19

### Past Employers :

- Tata Steel India Limited

☎ +91 9262692267

### Career Highlights

#### Business Excellence & Quality Management

- Super headed the commissioning of the largest Blast Furnace at Tata Steel India production capacity of 5 MnTPa and a CAPEX of Rs. 2000 Crs.
- Led the replacement of largest super critical belt conveyor resulting in record production of 3.59 MT of Hot Metal in FY 22 saving Rs. 50 Lakhs
- Received the "The Environment Excellence Green Award" across Tata Steel in FY 21, FY 22 & FY 23

#### Digital Transformation & Process Improvement

- Pioneered the implementation of Digital Asset Management System (DAMS) for predictive maintenance of super critical equipments
- Deployed SAP PM for 100 % critical equipment, fortifying maintenance operations
- Implemented AI based Intelli-buy model for procurement optimization
- Led the Covid barrier team during Pandemic, implementing digital tracking systems for employee health records

#### Operational Excellence

- Initiated Vendor Productivity Improvement Program and upskilled 100 employees to boost productivity
- Introduced Mentor Mentee program to enhance workplace safety
- Achieved potential savings of Rs.2 Crores through depropping and indigenization of mechanical spares

#### Achievements

- Received Guinness Book of World Record in Odissi Dance
- Winner of Women of Mettle organized by Tata Steel India Limited and hence received the PPO

#### Certifications

- Global online certified course on "Data driven supply chain transformation 2024 by PM Gati Shakti & IIM Mumbai
- Lean Six Sigma Green Belt Certified from Tata Steel



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## PRADIP SHINDE

WORK EXP. : 5 years 4 months | **AUTOMOBILE**

*Dynamic and Self-driven professional with 5+ years in strategic problem-solving, operational excellence, and cross-functional leadership, recognized for driving measurable outcomes, operational efficiency through data insights and effective teamwork.*

### Education :

- BE Mechanical Engineering, 2018, Savitribai Phule Pune University

### Past Employers :

- Tata Motors Limited
- Mahindra and Mahindra Limited

☎ +91 9765634540

### Career Highlights

#### Operational Excellence

- Boosted Productivity by 13.5% through MOST study, layout Optimization, and Line Balancing
- Expanded Engine Testing capacity by 12.5% through test cycle time optimization
- Debottlenecking of assembly line through asset restoration, saving ₹28 lakh in capital expenditure
- Ensured on-time SOP for the BSVI Reimagine Project, leading I & C of ₹1.8 Cr. Capex assets
- 68% reduction in rejection costs through design modifications in material handling equipment

#### Quality Improvement

- Eliminated warranty complaints by implementing H.E.P. controls, Saving cost of ₹16.8 LPA
- Reduced warranty complaints sensor failures, saving annual cost of ₹15.1 lakhs through DMAIC
- Strengthened upstream processes with 'Zero Defect Stations', implementing Level 3 controls

#### Digital Transformation

- 'Smart Quality Inspection' project, implementing IIoT and reducing one manpower per shift
- Collaborated to achieve a 25% FG inventory reduction through IIoT integration in Engine Assembly
- Digitization of Engine KPI tracking, enabling pain point identification, targeted action planning

#### Achievements

- Finalist, National Level Case Competition "Product Wizards: GenAI Revolution" at TRBS 2024 IIM A
- "Special Jury Award" by Indian Society for Quality at TOPS Convention 2023
- "Mahindra Spot Awards" (3 Nos.) for Excellent DWM, Productivity Improvement, Vehicle Dispatch

#### Certifications

- Data-Driven Supply Chain Transformation '24 by, Prof. David Simchi-Levi, MIT, and IIM Mumbai
- Six Sigma Principles, Tools for Define, Measure, and Analyze by Coursera
- Analytics for Daily Business Analytics for Daily Business by Center for Industry 4.0



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## RAJ SHAH

WORK EXP. : 5 years 9 months | **E-COMMERCE**

*Operations Leader with around 6 years of experience optimizing e-commerce operations, driving process improvements, cost reduction, and data-driven decisions. Skilled in leading teams, implementing strategies, and achieving KPIs to support business growth and efficiency.*

### Education :

- BE in Computer Science Engineering from RGPV Bhopal

### Past Employers :

- Flipkart (Instakart )
- InnovSource Services

☎ +91 9319971727

### Career Highlights

#### Supply Chain Management & Logistics

- Managed large-scale fulfillment centers (up to 750,000 sq. ft.) with full accountability for KPI performance across Dock, Receiving, Inventory, and Returns, achieving zero inventory variance and driving operational excellence
- Led and developed a team of over 1000 staff, fostering a culture of continuous improvement and collaboration to maintain industry-leading standards in accuracy, quality, and customer satisfaction

#### Digital Transformation & Process Improvement

- Leveraged MIS reporting and analytics to drive data-backed improvements across key processes, enhancing decision-making, increasing operational efficiency, and ensuring alignment with strategic KPIs
- Implemented process automation and Lean methodologies to reduce manual intervention, eliminate waste, and optimize workflows, achieving substantial cost savings and productivity gains across operations

#### Business Excellence & Quality Management & Operational Excellence

- KPI-Driven Quality Assurance - Monitored quality metrics across inventory and handling, achieving >99.5% accuracy in re-inventorization and zero defects in RC inventory
- Continuous Improvement - Led quality initiatives and team training, fostering a culture of excellence and earning recognition for operational achievements

#### Achievements

- Insta Karma (Supply chain Excellence) at Flipkart
- State-level football and futsal player, finalist in multiple inter-college tournaments

#### Certifications

- IPSCMI (CISCM , CISCIP) Certified from Dubai
- Lean Six Sigma Yellow Belt Certified from Flipkart
- SLFC (Sign Language foundation course ) from Flipkart
- Data Driven Supply Chain Transformation '24 by Prof David Simchi-Levi from IIM Mumbai & MIT





## RAM MANAS

WORK EXP. : 7 years 1 month

AUTOMOBILE & MANUFACTURING

*Result-oriented professional with 7 years of expertise in NPD, product management, production planning, digital transformation, and manufacturing excellence. Skilled in analyzing business challenges and delivering impactful solutions through problem-solving and data-driven decision-making.*

### Education :

- BE Mechanical Engineering, College of Engineering & Technology (OUTR), Bhubaneswar

### Past Employers :

- Maruti Suzuki India Limited
- TRL Krosakhi Refractories Limited

☎ +91 9337159661

### Career Highlights

#### New Product Development and Product Management

- Led end-to-end product development for steering system, from concept to production, across models including Brezza, Dzire, Gimny & Grand Vitara
- Designed Brezza's first-of-its-kind clutch pedal turnover mechanism, reducing driver effort by 25% and enhancing comfort
- Led safety initiatives for Bharat NCAP, contributing to a 5-star safety rating for Dzire through airbag design improvement and crash test performance
- Directed localization and cost optimization initiatives, achieving 12 Cr in saving by localizing parts and streamlining part validation processes

#### Quality Improvement

- Improved silica yield from 85% to 93% by reducing iron spot rejections, saving ₹70 lakhs annually and boosting revenue
- Led a cross-functional team to implement the Switch Serviceability model for Steering Wheels across all MSIL models, achieving an 80% reduction in servicing costs

#### Digital Transformation

- Spearheaded log sheet digitalization in SAP and automated the reservation process, improving data accuracy and cutting manpower costs by 40 Lpa
- Contributed to the FIFO system transition from SCADA to SAP, enhancing material tracking and dispatch packing efficiency

#### Achievements

- Awarded with quarterly award twice (Q2 & Q4) by Maruti Suzuki India Limited in FY21-22
- "MD Distinguished Award" by TRL Krosaki Ltd at the company level
- Hindustan Aeronautics Limited, Merit Scholarship : For Academic Excellence
- Odisha Government, Medhabruti : For Academic Excellence

#### Certifications

- Data-Driven Supply Chain Transformation '24 by, Prof. David Simchi-Levi, MIT, and IIM Mumbai
- Lean Six Sigma by Henry Harvin
- Google Project Management Professional Certificate from Google



## RAUSHAN KUMAR

WORK EXP. : 7 years

AUTOMOBILE

*A dynamic and result-oriented automotive professional with around 7 years of cross functional experience across the value chain in Strategic sourcing, Procurement, NPD, Component development & material management, Stake holder management, Operation, & QA.*

### Education :

- B.Tech – Metallurgy & Material Engineering – National Institute of Foundry & Forge Technology "Ranchi" (2013-2017)

### Past Employers :

- M&M Swaraj Division
- Hero MotoCorp Ltd.
- Suzuki Motors Gujarat
- DCM Engg. Product Ltd

☎ +91 8264726381

### Career Highlights

#### Strategic sourcing, Vendor Management and Negotiation

- Led the strategic sourcing of 550 SKUs within a 990 Cr INR portfolio, collaborating with 92 vendors to meet plant requirements
- Participated in supplier TOD Turn over discount negotiations, achieving 3.2Cr INR savings per annum
- Enhanced productivity by communizing fuel filter head, yielding PTP Per Tractor price 11.2 INR and register 2.8Cr INR annual savings

#### New Product Development

- Developed 4 tractor and 3 two-wheeler Casting parts, ensuring timely delivery, quality compliance, and cost efficiency for launch
- Achieved 3% reduction in defects, including rough surface finish and sand fusion, saving 10.19 Cr INR annually

#### Digital Transformation & Process Improvement

- Collaborated in cross-functional team to implement IIoT-enabled Production Dashboard, optimizing efficiency, and boosting OEE by 10%
- Implement robust system while PO Creation, Data get auto fetch from NVPC Portal to SAP Like Part Price, Payment terms, Tax code etc

#### Achievements

- Earned the "Certificate of Appreciation" for highest ever material cost reduction via CRE project by 30 Cr INR.
- Funds & Accounts Management Team FY15-16 for NGO Kartavya. Managed funds of 0.07 Cr INR which helped 15 Students for pursuing their higher education

#### Certifications

- Data-driven supply chain transformation by Prof. David Simchi-Levi (MIT) & Prof. Manoj Tiwari
- Microsoft Power BI – The Practical Guide 2024 by Udemy held at Mahindra & Mahindra Ltd. Swaraj Division – FES



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## RAYABHARAPU YOGITHA WORK EXP. : 5 years 11 months METAL & MINING

*Strategic Professional bringing in 6 years of experience, Proficient in Operational Excellence, Project Management, predictive analytics and providing digital solutions that enhance operational resilience*

### Education :

- B. Tech, Chemical Engineering, Visvesvaraya National Institute of Technology, Nagpur

### Past Employers :

- Hindalco Industries Limited

☎ +91 9640954641

### Career Highlights

#### Digital Transformation & Data-Driven Innovation

- Developed an Advanced Machine Learning Model to predict alumina quality 15 days in advance, ensuring 100% product compliance and driving ₹12 crore annual customer savings
- Designed and implemented 15+ Real-Time Dashboards in Oracle Analytics Cloud, enhancing process control and decision-making

#### Operational Excellence & Process Optimisation

- Directed a Filter Restoration and Crisis Management Initiative, achieving uninterrupted production with zero quality deviations and probable cost savings of ₹23.2 crore
- Enhanced Cyclone Recovery Efficiency, achieving a 1% reduction in particle fraction and a 10% increase in solid recovery

#### Project Management & Execution Excellence

- Led the commissioning of a ₹70+ Crore Alumina Production Unit for Hindalco, ensured speedy ramp-up time of 6 days, 25 days below the industry average
- Successfully commissioned a Bauxite Grinding & Calcination Unit during the COVID-19 crisis, directing the commissioning process and managing technical integration
- Executed Daily Workforce Management, managing a team of 250-280 blue-collar workers and peak manpower of 550, ensuring zero casualties

### Achievements

- National Finalist in Dakshta-The Operation Case competition of Sahara Logistics at IIT Madras 2024
- Nominee of Emerging Professional for ABG Awards, 2023 at Atlanta U.S.A
- Received First Prize in Data-thon-2023 for Digitalization of Alumina Product Quality
- Champion of champions award PRIDE Winner for Cycle II of 2022-2023

### Certifications

- Data Driven Supply Chain Transformation'24 from IIM Mumbai & MIT, USA



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## SAGNIK HALDAR WORK EXP. : 6 years 7 months METALS & MINING

*Dynamic professional with 6.5+ years of experience in Supply Chain and Project Management. Demonstrated ability to achieve KPIs and exceed stakeholder expectations through strategy, innovation and digital transformation.*

### Education :

- B.Tech in Electrical Engineering, MAKAUT Kolkata

### Past Employers :

- Vedanta Limited

☎ +91 9123315990

### Career Highlights

#### Supply Chain Management

- Led strategic sourcing & contract management for packages of ₹525 Cr through SAP MM & ARIBA
- Developed auction strategies, leveraging cost breakdowns and market analysis, saving ₹45 Cr
- Reduced procurement lead times by 25% by developing Indigenous vendors of spend base of ₹80 Cr
- Classified 200+ SKUs via FSN analysis, reducing ₹1 Cr in NMI & optimized capital

#### Project & Stakeholder Management

- Responsible for end-to-end project lifecycle for a ₹800 Cr, 180KT brownfield capital project
- Developed GTM strategies, using supply-demand dynamics, premium, & target customer segment
- Achieved overall project time-saving & cost saving by project reviews through real-time trackers
- Optimized the design modifications, accelerating the project milestones by 15% & saving ₹32.6 Cr

#### Digital Transformation & Operational Excellence

- Enhanced safety by implementing real time analytics using AI based cameras & PA systems
- Executed transformation from manual to digital permit on SAP PM & trained 50+ line managers
- Achieved 18% increase in OEE of hot rolling mill through legacy system automation
- Coordinated for ISO and Vedanta group level audits, improving scores by 18%

### Achievements

- "CEO Distinguished award" by Vedanta Limited at the group level in Q4 FY 2023-24
- Recognized as "Technical Star" by Vedanta Limited at the group level in FY 2022-23
- "Par Excellence" Gold Award at National Convention on Quality Concepts 2021

### Certifications

- Google Project Management Professional Certificate
- Global Online Certification Course on Data-Driven Supply Chain Transformation 2024



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## SARVOTTAM JHA

WORK EXP. : 5 years | PETROCHEMICALS

*Results-driven experienced supply chain professional with 5 years of experience in the petrochemical sector, specializing in Demand planning, Supply network planning, Production scheduling, Deployment, and Inventory management Procurement and Vendor management .*

### Education :

- B.Tech Textile Technology, L.D College of Engineering, Ahmedabad (2015-2019)

### Past Employers :

- Reliance Industries Ltd (RIL)

📞 +91 9372764335

### Career Highlights

#### Supply Chain Planning and Execution

- Executed S&OP cycles for multiple manufacturing locations, managing a production capacity of 3500 TPD, ensuring demand-supply alignment
- Develop consensus demand forecasts using statistical modelling in R for eight diverse business units
- Planned and optimized production for 5000+ SKUs by coordinating with cross-functional teams across manufacturing sites balancing product mix and utilizations to ensure seamless execution
- Streamlined inventory management by reducing slow-moving and non-moving stock across plants, optimizing inventory flow, and driving liquidation initiatives
- Led supply chain integration for four newly acquired companies, standardizing material master data and processes across multiple units, ensuring data accuracy and operational efficiency
- Digitized order processing by implementing GATP in SAP APO, reducing manual intervention by 97%

#### Operational Excellence

- Reduced production downtime by 10% via proactive maintenance planning and cross-functional collaboration
- Reduced finished goods inventory by 15% through alignment of production plans with the demand
- Achieved a 97% no touch percentage for order clearance automating the entire order processing

#### Achievements

- National Finalist – TRBS Product Wizards: GenAI Revolution Organized by IIM Ahmedabad
- Recognized as Star Performer of the year for Digital transformation of order processing
- Gold Medalist for B.Tech final year project

#### Certifications

- Data-Driven Supply Chain Transformation' certification from IIM Mumbai and O9 Solutions
- Google Project Management: Professional Certificate



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## SASWATA MUKHERJEE

WORK EXP. : 5 years | CHEMICALS AND INDUSTRIAL GASES

*Dynamic professional with 5+ years in operations excellence, production planning, and process optimization. Proven leader in end-to-end operation management, quality assurance and ensuring safety protocols with a zero-incident record. Known for enhancing productivity and streamlining processes.*

### Education :

- B.Tech in Chemical Engineering, 2014-18, Heritage Institute of Technology Kolkata

### Past Employers :

- LINDE LTD
- GUJARAT ALKALIES AND CHEMICALS LTD

📞 +91 9827019970

### Career Highlights

#### Operational Excellence & Quality Management

- Executed End to end start up of 105,000 TPA Chloromethane Project which Prime Minister dedicated 'To the nation', also achieved highest ever cholomethane production of 172 TPD
- Led the shift of 1200 TPD ASU plant in Linde Kalinganagar unit and part of commissioning team of 1800 TPD ASU unit
- Orchestrated the implementation and commissioning of parallel reactor assembly and thereby reducing downtime by 14 hours in Methanol plant
- Ensured highest Argon production and highest Argon recovery (96%) among all ASUs in India
- Increased MeOH load by 25% and reduced steam consumption by 17% by process optimization
- Oversaw the ideation stage of various process automation loops in coordination with all departments

#### Decision Making and People Management

- Represented India during its G20 Presidency in 2023 as Liaison Officer, handled a lot of real time problems and situations regarding co-ordination, manpower handling
- Tackled numerous sudden breakdowns and trouble shooting during plant operation ensuring safety and zero incident

#### Achievements

- National Winner:TVS OR Challenge among 1000+ teams across IIMs, IITs by predicting EV charging station allocation model
- National Finalist of Gen-AI case competition at red brick summit organized by IIM Ahmedabad
- All india Ranking 485 in GATE 2019

#### Certifications

- Lean Six Sigma Green Belt Certified by Indian Statistical Institute(ISI)
- Data Driven Supply chain certification by Simchi Levi
- Supply Chain Management Pro Certification by CII



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## SHREYANT SINGH

WORK EXP. : 5 years | **AUTOMOBILE**

*A result-oriented professional with 5 years of experience across the value chain in Strategic Sourcing & Procurement, Program Management, NPD, Business Strategy, Process Engineering. Achieved significant productivity and efficiency gains through data driven and strategic approach.*

### Education :

- B.Tech – Mechanical Engineering – ABES Engineering College (2015-2019)

### Past Employers :

- Dana Anand India Pvt Ltd

☎ +91 7565999258

### Career Highlights

#### Strategic sourcing, Procurement

- Strategized exports component vendor development locally. Pushing additional 60 Mil in top line revenue
- Formulated safety stocks and reorder points for 1650SKU through consumption-based Demand Analysis of parts
- Analysed inventory and Liquidated Non/Slow-Moving Parts by 35% improving cash-flow
- Strategized North to North Supply Network reducing logistics and packaging cost by 35% through localization

#### Program Management: Driving APQP

- Formulated the launch and production ramp-up strategy of Ford P708, P703, Toyota 18PL, Nissan & other projects
- Monitoring the new projects progress and adjustments. Ensuring the timely delivery of the projects as per time-plan
- Risk Management of the new projects across supply chain, mitigation with action plan.

#### Digital Transformation & Process Improvement

- Led the end-to-end implementation of SAP MM to streamline specific business of finance and supply chain
- Led a cross-functional in developing a software platform for change management and new product development, improving cross-department collaboration

#### Achievements

- Graduated as Anand Mentee Under Anand Leadership Development Program (ALDP) at Dana Anand India Pvt Ltd
- Learn our Customer Award from DA IPL in 2023 for delivering impactful solution to customer
- Extra Ordinary Performance Award from DA IPL in 2022 for outstanding contribution in key projects

#### Certifications

- Data-driven supply chain transformation by Prof. David Simchi-Levi (MIT) & IIM Mumbai
- Certified Associate of Data Analytics from the Institute for Industrial Performance and Engagement
- Core Tool Certification from AIAG



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## SIDDHARTH YADAV

WORK EXP. : 5 years 9 months

**METAL, MINING EQUIPMENT, TELECOM**

*An astute, result oriented leader and dynamic professional with 5.9 years of work experience in Strategic Sourcing, Service Procurement, SAP MM Module, SAP Ariba, Logistics, Warehouse Operations.*

### Education :

- BE Mechanical, Bhilai Institute of Technology, Durg - 2017

### Past Employers :

- JSW Steel Ltd.
- Komatsu Mining Corp.
- Nuvoco Vistas Corp. Ltd
- Reliance Jio Infocomm

☎ +91-9370955061

### Career Highlights

#### Strategic Sourcing & Supply Chain Management

- Completed supplier quality assessment and oversaw 320 TN fabrication of feeder breaker frames over two years, achieving a 60% cost reduction through local sourcing versus global manufacturing
- Converted the manpower-based service contracts to output based contract such as flowability of Iron Ore over conveyor belt, which resulted in savings of \$7 Million
- Finalized annual rate contract mechanical & electrical spares for 11 cement units upon spend analysis, which accounted for purchase value of \$10 Million

#### Digitalization & Process Improvement

- Implemented automation in vendor master, material master which led to reduction in duplicate codes. Performed UAT for various changes in standard SAP during S4 HANA transition
- Automated RFQ creation, sourcing project creation in SAP Ariba using UI Path BOT
- Implemented auto approval process for purchase approvals using Power Automate tool
- Prepared the dashboard for buyer performance, which consisted of performance analysis of individual buyer based on PR-PO lead time, savings, PR ageing, new vendor development etc.

#### Achievements

- National finalist in "Product Wizards: Gen AI Revolution" case competition, conducted by TRBS-The Red Brick Summit, IIM Ahmedabad

#### Certifications

- Data-driven supply chain transformation by Prof. David Simchi-Levi (MIT) & Prof. Manoj Tiwari
- SAP Certified Application Associate - SAP S/4HANA Sourcing and Procurement, certification exam C\_TS452\_2020



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## SWASTIKA TRIPATHY WORK EXP. : 6 years 10 months METALS & MINING

*Dynamic and Self-driven professional with 6+ years with proven expertise in data-driven marketing, pricing strategy, ensuring operations, and risk management to drive revenue growth and optimize market share.*

### Education :

- BE Metallurgy & Materials Engineering, 2017, Veer Surendra Sai University of Technology, Sambalpur

### Past Employers :

- Tata Steel
- Vedanta Limited

☎ +91 8984348626

### Career Highlights

#### Planning and Business Development

- Managed 3000MT (Value: ₹175 Mn) monthly sales for TATA WIRON and 1250MT (Value: ₹75 Mn) for TATA TISCON, leading logistics enhancement, inventory management, and streamlined channel operations across South India and Maharashtra
- Spearheaded 10kT (Value: \$20 Mn) monthly aluminium sales business at Vedanta, driving marketing and growth strategies for 20+ international clients, and successfully secured \$250 Mn in long-term MEA contracts
- Optimized shipment schedules and demand planning, achieving 94% forecast accuracy thereby reducing logistics costs and backorders
- Liaise with S&OP and outbound logistics ensuring hassle-free and timely delivery orders, compliance adherence, and invoice documents

#### Process Improvement and Digital Transformation

- Optimized supply chain using analytics and automation, reducing waste, improving quality, and boosting processing speed
- Deployed real-time KPI dashboards, improving decision-making and stakeholder visibility
- Resolved recurring planning issues through RCA and implemented corrective actions, enhancing supply chain performance

### Achievements

- 2nd runner up, National Level Case Competition "TVS Motors OR Challenge"
- Recognised under coveted programs in Vedanta such as V-Reach Tech 1.0 and Business Star in FY22
- Bagged Silver Award for boosting billet production by preventing nitrogen plant failures through lean six sigma projects

### Certifications

- Data-Driven Supply Chain Transformation '24 by, Prof. David Simchi-Levi, MIT, and IIM Mumbai
- Post Graduate Program in Data Analytics from Purdue University powered by Simplilearn platforms



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## VIVEK SHARMA WORK EXP. : 6 years 10 months METALS & MINING

*Results-driven Professional with proven track record in driving operational excellence and digital transformation within the Metals and Mining industry. Skilled in leveraging data analytics and process improvement methodologies to deliver tangible business benefits.*

### Education :

- BE, Mech, Panjab University 2014
- M.tech, Industrial Engineering and Management, IIT (ISM) Dhanbad 2017

### Past Employers :

- Tata Steel Limited

☎ +91-9065515645

### Career Highlights

#### Strategy and Leadership

- Spearheaded the strategic workforce planning at the organization level to forecast the long term recruitment requirement (white collar and blue-collar)
- Led a team to manage the SAP HR Organization Management Module
- Spearheaded the Simplification and Value Engineering drive at divisional level
- Conducted Zero basis study to develop organization structure of 5 MnTPA open cast mines and Coal washery units, 2 MnTPA Coke plant, 6 MnTPA Sinter plant and Services functions using AWOW Methodology
- Developed incentive bonus scheme for coal mines and maintenance function of steel plant

#### Digital Transformation

- Collaborated with multiple teams as a member of CFT to develop Tableau dashboard for monitoring key productivity metrics at organization level
- Designed and developed an online document approval system on SAP Fiori in collaboration with IT team
- Spearheaded a project with external consultant for development of online workforce planning module using Anaplan

#### Operational Excellence

- External consultancy support to Ferro Alloy Plant including FTE analysis, Benchmarking, Span of control optimization, Work Bucketing, role segmentation using Lepakk & Snell model leading to 8% improvement in productivity
- Fleet size assessment of 5 Mn TPA open cast coal mine

### Achievements

- Completed M.Tech with Distinction
- Recognized as distinct performer during the performance appraisal cycle of 2023-2024

### Certifications

- Advanced Human Resource Management, XLRI Jamshedpur(XL-501790)
- Certified Six Sigma Executive Black Belt, Henry Harvin (5455/IND/3087)



## YASH ANDHRUTKAR

WORK EXP. : 4 years 7 months

**AUTOMOBILE & MANUFACTURING**

*Result-driven professional with 4.5+ years of experience in Procurement, Sourcing, Supply Chain and Digital Transformation. Skilled in driving process improvements, managing cross-functional teams, and delivering consistent business growth.*

### Education :

- B.E. Mechanical Engineering, MET IOE

### Past Employers :

- Mahindra & Mahindra Ltd
- Force Motors Ltd

☎ +91 7083670107

### Career Highlights

#### Strategic Sourcing and Cost Management

- Managed a ₹950 Cr portfolio comprising 25+ suppliers and 850+ SKUs for overhaul sourcing activities
- Achieved a 4.5% reduction in material sourcing costs (₹8.5 Cr) through process optimization
- Led the end-to-end procurement cycle from RFQ and price settlement to issuing Purchase Orders to suppliers, ensuring cost-effective sourcing
- Enhanced supply chain with 7 new vendors, achieving 80% On-time delivery and 40% reduction in component rejection

#### Digital Transformation & Process Improvement

- Led Digital Transformation of Sourcing process, implementing the 3DX platform, resulting in 40% enhanced efficiency
- Developed a Linear Price Performance tool using Principal Component Analysis (PCA) to assess and predict part pricing, achieving a 2% cost savings
- Created Power BI dashboards to visualize forecasting and inventory management KPIs

#### Operational Excellence

- Leveraged BI tool to conduct in-depth analysis of cost levers, including Spend Analytics, Share of Business and YOY
- Developed supplier classification strategies using the Kraljic Matrix, optimizing utilization and mitigating risks
- DSS (differential sourcing strategies), conducting in depth analysis to generate insights for cost savings and optimized sourcing strategies for mitigating risk

#### Achievements

- Research paper selected at International Conference on New Frontiers in Engineering, Science and Technology at NIT Kurukshetra.
- Achieved 4 Excellence Awards and 2 consecutive quarterly awards from the CPO, recognized as exceptional performer

#### Certifications

- Data-Driven Supply Chain Transformation with Prof. David Simchi-Levi, MIT, USA and IIM Mumbai
- Microsoft Power BI for Business Intelligence Udemy







# BATCH ACHIEVEMENTS



Winners of the TVSM OR Challenge



## National Winner

TVSM OR Challenge, TVS Motors, Hosur



Raushan Kumar



Saswata Pulak Mukherjee



## 2nd Runner Up

TVSM OR Challenge, TVS Motors, Hosur



Nupur Singh



Swastika Tripathy



## National Winner

Opstimato, IIM Sambalpur



D Rakesh



Deepak Gupta



Navin P



## National Finalist

Dakshita, IIT Madras



Rayabharapu  
Yogitha



Manoranjan  
Pradhan



Chaganti Lakshmana  
Sasank





**National Finalist**

Lakshwiz D Street, IIM Mumbai



**D Rakesh**



**Deepak Gupta**



**Navin P**



**Raj Shah**



**National Finalist**

Product Wizards: GenAI Revolution, IIM Ahmedabad



**Pradip Shinde**



**Siddharth Yadav**



**Saswata Pulak Mukherjee**



**Sarvottam Jha**



**National Finalist**

Synergy'24, XLRI Jamshedpur



**D Rakesh**



**Deepak Gupta**



**Navin P**



**National Finalist**

Consultimate 4.0, IIM Visakhapatnam



**D Rakesh**



**Deepak Gupta**



**Navin P**



**National Finalist**

Finertia 8.0, IMI New Delhi



**D Rakesh**



**Deepak Gupta**



**Navin P**



**2nd Runner Up**

Case Quest 3.0, CVS, Delhi University



**Deepak Gupta**



**National Finalist**

Partivartan-Viksit Bharat, TISS, Mumbai



**Deepak Gupta**



**National Finalist**

PowerUp, IIM Kozhikode



**Deepak Gupta**



# CAMPUS LIFE



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***“Every leader’s journey starts with a single step—progress is made one stair at a time.”***



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