



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 MTTR 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



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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



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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 chloromethane 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