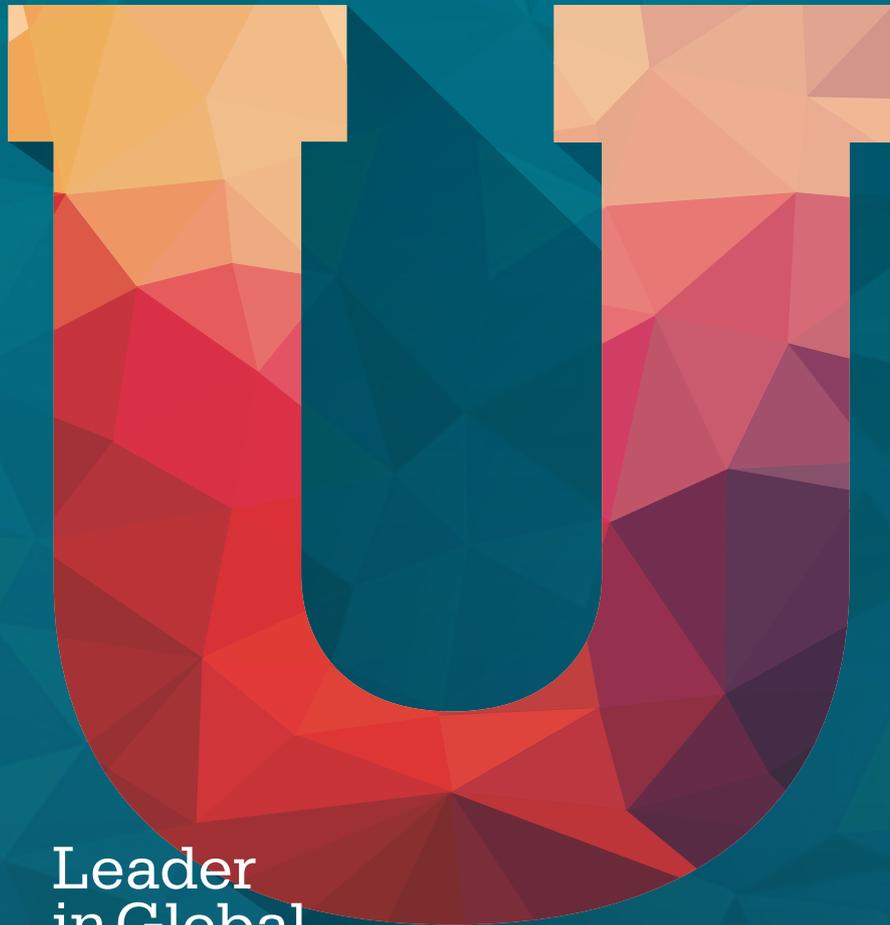


▶ **PGPX**

15 month full-time Dual Degree Program  
in Global Supply Chain Management



Leader  
in Global  
**SCM**



+



भारतीय प्रबंधन संस्थान उदयपुर  
Indian Institute of Management Udaipur

## ▶ A 15 month global learning experience



## ▶ Dual degrees

- A full partnership between IIMU and Purdue University in the USA
- MS in GSCM from Purdue
- Post Graduate Diploma from IIMU

## ▶ Experienced students with diverse backgrounds:

- Minimum 3 years of work experience with average of ~ 4.76 Years
- Diverse experience across industries including Manufacturing, Power, Oil & Gas and Information Technology
- Previous employers include Ford, EY, Linde, GMMCO, TATA Chemicals, ITC Limited, TCS and Cognizant
- Average GMAT of 650



## Purdue University

- Founded in 1869
- Ranked among top 5 public universities in the U.S.
- 16% foreign students among the total student population of ~ 72,000
- Krannert School of Management founded in 1958
- Supply Chain Management Logistics program ranked 12th in the U.S.

## IIM Udaipur

- Ranked 3rd in India for research in the field of management by UT Dallas which tracks publications in 24 leading business journals
- Ranked 13th among Indian management institutions according to NIRF, the National Institutional Ranking Framework



A solid foundation in **Management Fundamentals** +  
an intensive specialization in **Global Supply  
Chain Management**

## Management Fundamentals

IIM Udaipur

5 months

Functional Expertise

### Module 1 IIM Udaipur

- Accounting for Managers
- Business Statistics & Data Mining
- Economics for Managers
- Finance
- Information Technology for SCM
- Managerial Communication
  - a. Managerial Oral Communication
  - b. Written Managerial Communication
- Marketing
- Organizational Behavior
- Operations Management
- Operations Research
- Spreadsheet Modeling
- Supply Chain Management

## Experiential Learning

Industry Internships in India and Abroad

2 months

Real-world Learning

### Module 2 Corporate Locations

- Experiential Learning (Summer Internship)

## Global Supply Chain Perspective

Purdue University USA

5 months

International Exposure

### Module 3 Purdue University, USA

- Global Supply Chain Management (GCSM)
- Logistics Management
- Strategic Sourcing and Procurement
- **3 Electives chosen from courses including:**
- **GSCM electives**
- Developing a Global Business Strategy
- Management Information Systems
- Manufacturing Planning and Control
- Project Management
- **Business electives**
- Accounting for Managers
- Brand Management
- Business Marketing
- Compensation and Reward Systems
- Design of Social Networks and Engagements
- Financial Management
- Managing Behavior in Organizations
- Marketing Analytics
- Marketing Research
- New Product Development
- Organizational Development
- Portfolio Management
- Using R for Analytics

## Advanced Business and SCM Understanding

IIM Udaipur

3 months

SCM Specialization

### Module 4 IIM Udaipur

- Course of Independent Study (A research project of the student's choice in the SCM domain supervised by IIMU faculty, with a workload equivalent to two courses)
- **Electives chosen from courses including:**
- Advertising Management
- Big Data Using Hadoop and Python
- Business Relationships and Networks
- Capstone Exercise
- Communication Skills for Leadership & Team Excellence
- Course of Independent Study
- Digital Marketing
- ERP Systems: Technology Planning & Implementation
- Financial Time Series with R
- General Commercial Knowledge
- Integrated Marketing Communication
- International Negotiations Skills
- Managing Global Teams
- Marketing Analytics
- Pricing
- Services Marketing & Management
- Strategic Financial Management
- Strategic Marketing
- Workshop on Public Policy

Note: The specific courses offered may vary from year to year.

# Potential Supply Chain Roles

The knowledge and skills acquired by the PGPX students at IIMU prepare them well for the following roles:

- Business Analyst/ Product Analyst
- Demand Planning
- Executive Assistant to CEO/Supply Chain Leaders
- Logistics Manager
- Planning Manager/Inventory Manager
- Plant Manager
- Process Engineering Manager
- Procurement/ Purchase Manager
- Production Manager
- Project Manager
- SCM Consultant
- Strategic Sourcing Manager
- Supply Chain Analytics
- Technical Manager
- Technology Analyst
- Warehouse Management

# Profile Summaries

Average work experience: 57.8 months

| Name                  | M/F | Work Exp (Months) | Corporate Internship | Previous employer(s)                                     | University / College                               | Specialisation  |
|-----------------------|-----|-------------------|----------------------|--|--|---|
| Abhinav Kaushal       | M   | 89                | Adani Wilmar         | Jitender Kumar & Co., Infosys Ltd.                       | Jaypee University of Information Technology        | Biotechnology   |
| Amit Kumar Agarwal    | M   | 34                | Tata Projects        | HCL Technologies   | Jaipur National University                         | Electronics & Communications Engineering  |
| Apoorva Sahay         | M   | 84                | Reliance Retail      | Linde Engineering  | NIT Surat  | Mechanical Engineering  |
| Archana Sinha         | F   | 80                | Mahindra & Mahindra  | Ford Motor Company, RNTBCI                               | ICFAI University/ SCIT                             | Computer Science Engineering, Post Graduate Diploma in Business Management (IT) |
| Ashish Chandra        | M   | 65                | Narayana Health      | Lava International Ltd., Excel Design Technologies       | JSS Academy of Technical Education                 | B. Tech. Manufacturing Technology   |
| Iris Gohain           | F   | 51                | Tupperware           | BCPL, Tata Chemicals                                     | Assam Engineering College                          | Chemical Engineering  |
| Jimlee Borboruah      | F   | 64                | Tupperware           | Jalsa Designs, ITC Limited, VF Corporation               | National Institute of Fashion Technology           | Bachelor of Fashion Technology (Apparel Production)                             |
| Kaushal Kishore       | M   | 72                | Stellar Value Chain  | Digital India Security Products, SecQua Security Systems | Rajasthan Technical University                     | Electronics & Communications Engineering  |
| Mitesh Somani         | M   | 39                | Johnson & Johnson    | Tata Consultancy Services                                | Techno India NJR Institute of Technology           | Electrical & Electronics Engineering  |
| Mohnish Rajput        | M   | 42                | BigBasket            | Ernst & Young  | Bharati Vidyapeeths College of Engineering, GGSIPU | Instrumentation & Control Engineering   |
| Mounika Panthala      | F   | 34                | Mahindra & Mahindra  | Infosys Ltd., HCL Technologies                           | Andhra University                                  | Electronics & Communications Engineering  |
| Puneet Pandey         | M   | 78                | Chai Point           | Ford Credit India, Standard Chartered Bank, Yes Bank     | ICFAI University/ Universal Business School        | Electronics & Communications Engineering, Post Graduate Program in Management   |
| Sai Krishna Jayakumar | M   | 42                | Adani Wilmar         | Cyient Insights, Accenture                               | Kumaraguru College of Technology, Anna University  | Mechanical Engineering  |
| Sajal Raj             | M   | 64                | Adani Wilmar         | Tata Consultancy Services                                | Sikkim Manipal Institute of Technology             | Electronics & Communications Engineering  |
| Seerat Anjay          | F   | 52                | Narayana Health      | Contacare Eye Hospital, AIG, Portea, Eye-Q               | Institute of Management Studies, DAU               | Hospital Administration(MHA)  |
| Shivam                | M   | 37                | Johnson & Johnson    | Capgemini, Cognizant                                     | Sikkim Manipal Institute of Technology             | Electronics & Communications Engineering  |
| Sruthy K M            | F   | 52                | Tata Projects        | Gmmco Limited (A C K Birla Group Company)                | Amrita Vishwa Vidyapeetham University              | Electrical and Electronics Engineering  |
| Yashowardhan Kothari  | M   | 50                | BigBasket            | Volta Ltd., Unipart India                                | Ramdeobaba Kamla Nehru Engineering College         | Industrial Engineering  |

# Current Profiles of PGPX Alumni

| Sector                   | Representative Firms   | Representative Positions  |
|--------------------------|--|---|
| Manufacturing / Telecom  | <ul style="list-style-type: none"> <li>▪ Cummins</li> <li>▪ Kraft Heinz</li> <li>▪ Reliance Jio</li> </ul>   | <ul style="list-style-type: none"> <li>▪ Procurement Manager</li> <li>▪ Manager – SCM Excellence</li> <li>▪ Senior Manager</li> </ul>                                 |
| E-commerce               | <ul style="list-style-type: none"> <li>▪ Flipkart</li> <li>▪ Snapdeal</li> </ul>   | <ul style="list-style-type: none"> <li>▪ Supply Chain Planning</li> </ul>   |
| IT Services and Hardware | <ul style="list-style-type: none"> <li>▪ Bristlecone</li> <li>▪ Dell</li> <li>▪ ITC Infotech</li> <li>▪ Manhattan Associates</li> <li>▪ Worxogo</li> </ul> | <ul style="list-style-type: none"> <li>▪ Procurement Manager</li> <li>▪ Program Manager M&amp;A</li> <li>▪ Lead Consultant</li> <li>▪ Supply Chain Advisor</li> </ul> |
| Consulting               | <ul style="list-style-type: none"> <li>▪ Accenture</li> <li>▪ EY</li> </ul>  | <ul style="list-style-type: none"> <li>▪ Consultant - Mfg, CPG &amp; Retail</li> <li>▪ Management Consulting Analyst</li> </ul>                                       |
| Retail                   | <ul style="list-style-type: none"> <li>▪ Landmark Group</li> </ul>   | <ul style="list-style-type: none"> <li>▪ Ass't Manager - Strategic Projects</li> </ul>  |



## Abhinav Kaushal

Experience: 89 Months  
Education: B.Tech.:Biotechnology, Jaypee University of Information Technology, Solan, Himachal Pradesh  
Past Employers: M/S. Jitender Kumar & Co. (Family owned Business), Infosys Limited.



### Career Highlights

Business professional with extensive experience in Information Technology, FMCG and tyre industries. Managed the family tyre retail business spanning various auto segments.

- Cross-functional experience across warehouse management, business development, and software development.
- Launched an e-learning platform engaging over 40 professionals to teach 600+ underprivileged children online at four remote schools; received national media coverage.
- Won several international accolades for research papers during undergraduate. Research paper published by *World Congress of Industrial Biotechnology, China and International Biotechnology Symposium, Italy*.

### Professional Experience

M/S. Jitender Kumar & Co. (Family Business)

- Expanded product offerings to cater to new segments, thus eliminating dependency on one segment. Increased total SKUs from 55 to 90 and grew overall sales by 15%.

- Focused exclusively on high-margin MRF tyres to maximize bottom-line; improved profits by 20%.
  - Systematically tracked throughput of tyres and ensured optimized inventories were made available across the chain.
  - Created an information management system to track credit invoices, identify key defaulters, and enable handling of sticky receivables. Reduced Cash-to-Cash cycle time from 45 to 30 days.
  - Targeted high potential new customers using tailored promotions and secured bulk orders, thereby achieving sustained business growth.
- Infosys Limited**
- Implemented Driver Advisory Systems to automate driver less freight rail network and streamlined process of tracking and loading trailers, thereby reducing delays by 14% and improving on-time operational performance.
  - Facilitated the market launch of 9 new stores in Asia and Mexico for an American apparel retailer.
  - Built an automated solution that allowed tracking variable up charges on goods while entering Taiwan markets. Helped standardize and lower prices of merchandise by 5-8%.
  - Developed an information management system that replaced 4 legacy applications and enabled on-demand access to consistent and accurate merchandise information globally.
  - Installed obstacle detection systems and computerized failure detection for an American freight railroad company. Improved safety and reduced accidents by 4% annually.
  - Optimized driver workload by streamlining crew schedule, thus improving manpower productivity. Reduced turnover by 7%.

## Amit Kumar Agarwal

Experience: 34 Months  
Education: B.Tech.:Electronics & Communication Engineering, Jaipur National University, Jaipur  
Past Employers: HCL Technologies



### Career Highlights

A software engineer with 3 years of working experience working for a client in Life Science and Healthcare domain.

- Proposed and implemented alternate reporting mechanism, saving time (98%) to generate reports which enabled managerial decisions.
  - Played key role in discontinuing third party operations by developing in-house IT program to monitor the infrastructure environment, thus saving cost.
  - Led a team of 6 members to efficiently manage day-to-day operations in a DC operations team and took proactive measures to ensure high run time of applications.
  - SPOC at offshore site for creating scripts and managing the monitoring environment using HP provided tool (solar winds).
- Internship: TATA Projects Ltd. (EPC)**
- Project 1: Inventory Management: Optimize inventory of A-Class SKUs to reduce working capital and holding cost.**
- Performed Pareto Analysis to identify SKUs accounting for 80% of total inventory cost by developing inventory tracking template and thus reduced over-stocking and under-stocking cost
  - Created a customizable template to calculate Reorder Level by considering parameters such as Lead time and Demand forecast, variability and service level, which resulted in reduced inventory level.
  - Established a Daily Management System (DMS) for information sharing and review using excel based template.
  - Recommended contract revision with Steel Suppliers for shorter Lead time based on the analysis of historical data, resulting in reduced inventory levels.
  - Impact - This project resulted in reduction of holding cost by 1% (approx. 2 Crore) of project value.

**Project 2: Green Vendor Evaluation Model: Develop a model for evaluating suppliers for "Green" image.**

- Created an automated template to evaluate suppliers for green rating which led to improved evaluation process and reduction in man hours.
- Developed a Standardized Operating Procedure for vendor engagement enabling smooth vendor on-boarding.

### Professional Experience:

#### Productivity:

- Proposed and implemented MS Excel based reporting solution to optimize time (98% reduction) and cost.

#### Database Administrator:

- Created stored procedures and programs to monitor resource utilization, thereby eliminated use of third party tools

#### Change Implementation:

- Implemented the technical and functional requirements put forth by client in consultation with stakeholders.

#### Configuration Management:

- Maintained repository of IT programs/test cases and people data for the client to ensure compliance with company's policies.

#### Team Management:

- Led a team to manage the day-to-day operations like alerts monitoring, incident creation, and establish coordination between employees working in different geography, with 100% SLA adherence.
- Acted as a **single point of contact** for managing monitoring environment and involved in **capability building** of new resources in the organization on "HP Solarwinds".

## Apoorva Sahay

Experience: 84 Months  
Education: B.Tech.: Mechanical Engineering, NIT Surat, Gujarat  
Past Employers: Linde Engineering India Pvt. Ltd.



### Career Highlights

Professional experience of 7 years in Strategic Sourcing and Project Management.

- Strategic Negotiations(price and technical): On-hand experience of vendor management, procurement and RFQ preparation.
  - Industrial specifications: Well versed with equipment engineering standards and practices (API, Non-API, ASME and Russian specifications). Also involved in preparation of job specific standards.
  - Inspection and commissioning: Responsible for quality inspection of complete package of pumps and compressors supplied by domestic and global vendors.
  - Felicitated by double promotion for exceptional performance delivery in a short duration.
- Internship: Reliance Retail (Retail)**
- Project: Comparative study of global and domestic retail markets in terms of their operation sand supply chain strategies.**
- Comparative analysis of operation and supply chain strategies of brick and mortar retail companies - Avenue Supermart sand Future Group
  - Comparative analysis of operation and supply chain strategies of online retail companies(Global and Domestic)
  - Omni-channel presence of different retail companies and different trends of how industry is shaping-up.

### Professional Experience

Senior Executive Engineer, Linde Engineering India Pvt. Ltd.:Responsible for strategic decisions of equipment and supplier selection and integration of equipment in the plant design.

- Led negotiations with clients and vendors: Bid-clarification meetings with equipment suppliers, kick-off meetings, design review, pre-inspection and Hazop.
- Responsible for Consolidation, development and implementation of industry and specific standards.
- Cost saving: Saved 25% of project planning and equipment sourcing cost by effective order management.
- Shop/ site visits for Equipment performance, mechanical run test, lube oil console unit tests, Final inspection, Workshop tour, audits, site assistance upon request, participation in erection and commissioning of equipment at site.
- Resonsible for planning, organizing and executing the design, inspection and commissioning of equipment.
- Managed predictive and preventive maintenance for plant equipment.
- Project Experience: Experience of detailed project execution with various clients like Russian (Tobolsk, Nizhnekamsk), Reliance and IOCL.

## Archana Sinha

Experience: 80 Months  
Education: MBA: IT, Symbiosis International (Deemed University), Pune, Maharashtra. B.Tech.: Computer Science, ICAI University, Hyderabad, Telangana  
Past Employers: Ford Motor Company, Renault Nissan Technology and Business Centre of India, CSS Corp Pvt. Ltd.



### Career Highlights

Over 6.5 years of experience in software sizing and cost estimation

- Expertise in software project cost estimation enabled through internationally recognized methodology and tools.
  - Involved in full software project lifecycle.
  - Specialized in training and mentoring middle management teams in the organization's estimation process and unique software sizing methodology (Function Point Counting).
  - Depth of experience in execution of 100+ projects (national and international)
- Certifications:**
- Certified Function Point specialist (IFPUG 4.3). ITIL Foundation 2011 (APMG)
- Internship: Mahindra & Mahindra SBU (spare business unit) (Automotive Aftermarket)**
- Project: Warehouse productivity improvement: Process Analysis and Productivity Improvement of inbound operations to increase inbound capacity by 40%.**
- Identified the process gaps from receiving to binning by using tools such as stop watch analysis, value stream mapping and theory of constraint.
  - Recommended the changes in the sub-processes to increase the productivity by 59%
  - Suggested an automated process with a potential to save the cost by 63% over a 5-yearhorizon.
  - Benchmarked and redefined KPIs for the inbound operations.

### Professional Experience:

**Ford Motor Company:**

- Engaged with different stakeholders for estimation project scoping at different stages of SDLC
- Led estimations for North American software projects from India
- Continuous process improvement through process calibration and bench marking
- Part of estimation management tool implementation team, involved in UAT testing and final sign-off
- Reduced over-time and budget issue by estimating the project at critical points in the life cycle - Awarded certificate of excellence for taking over estimations in North America region in Ford Motor Company

### RNTBCI:

- Enabled smooth transition of software sizing process from third party vendors to in-house
- Involved in streamlining the software sizing process for Nissan across three regions - US, Europe and Japan
- Sized the software which enabled Nissan to perform productivity analysis across teams in the US and Europe

### CSS Corp Pvt. Ltd.:

- Audited software size that were submitted by various vendors of British Telecom
- Coordinated with multiple IT vendors to reduce the error percentage

## Ashish Chandra

Experience: 65 Months  
Education: B. Tech. Manufacturing Technology,  
JSSATE, UPTU, Noida, Uttar Pradesh.  
Past Employers: Lava International, Excel Design Technologies



### Career Highlights

5+ years of experience in channel development, distribution network management, including technical education and training in an entrepreneurial venture

- Responsible for LAVA and XOLO service delivery metrics: TAT (Turn Around Time), CSI (Customer Satisfaction Index), service cost and repair quality.
- Partner life cycle management from on boarding to exit, asset management, audit and compliances.
- Managed 13 area service partners in Himachal Pradesh across all tiers/levels of field service operations.
- Implemented a knowledge management initiative for channel team.
- Founded a start-up in Technical Education and Consultancy – Codex Design Services.
- Successfully conducted workshops in 55+ institutions pan India for 2 years including many IITs and NITs.
- Conducted 85+ workshops in 6 categories, training 8000+ undergraduate engineering students.
- Led a team of 15+ resources for inside sales, content design and training executions.

### Internship: Narayana Health (Healthcare)

- Project: Improve Customer service: Streamlining the retail pharmacy operations to cut down the customer waiting time**
- Flow charted end to end process
  - Optimized current processes to reduce the activities time
  - Developed a queue management plan based on the variability of prescription size and arrival frequency
  - Developed and implemented data models for MSQ, Stock allocation, and Service quality index

### Professional Experience

**Service Partner Management, Lava International:**

- Facilitated CSI improvement from 55% to 69%.
- Initiated partner Work Flow Management System to track and record 95%+ service calls for effective monitoring.
- Successfully improved the service call TAT at service centres in managed territory for 7 days from 78% to 87% and for 3 days from 66% to 74%.

**Channel Sales, Excel Design Technologies:**

- Identified and developed channel network for Seclore and Siemens Industry Software (CAD/CAM/CAE).
- Created channel team of 17 resellers with an annual revenue of INR 1.23 Cr.
- Channel partner management to generate effective business funnel for forward visibility.
- Leadership engagements with partners for regular business planning and reviews.

**Technical education and consultancy, founder, Codex Design Services:**

- Developed the workshop format like Robotics, IOT, UAVs, Automotive Design, CFD etc.
- Identified subject matter experts in required fields and signing them up for our programs.
- Hired, trained, and supervised marketing executives, providing guidance in use of tools, product knowledge and customer interactions.

## Jimlee Borboruah

Experience: 64 Months  
Education: B.F.Tech.:Apparel Production, National Institute of Fashion Technology, Chennai, Tamilnadu  
Past Employers: Jalsa Designs (Family business); ITC Ltd.; VF Brands India Pvt. Ltd.; Laguna Clothing Pvt. Ltd.



### Career Highlights

5+ years of experience in Product Management, Vendor Management and Product Costing.

**Competencies:**

- Product Management:** Strategic and tactical decision making from a product's conception to its launch for a variety of apparel products.
- Vendor Management:** Single point of contact between designers and vendors for product development activities to ensure uniqueness in the product range offered to the market.
- Product Costing:** Finalizing product MRPs through in depth analysis of competition's and company's pricing structure, volume forecasting and zero-based budgeting.
- Quality Assurance:** Ensuring product quality at design, production and POS stages through sample sign-offs, quality audits and continuous feedback mechanism to standardize products reaching the market.

### Internship: Tupperware Brands India Pvt. Ltd. (Consumer Products)

- Project: Distribution network optimization: Optimization of distribution model through improved logistical planning**
- Mapped the current distribution model to identify and prioritize the cost drivers, based on their contribution to total logistics costs
  - Analysed end to end data points to understand the impact of forecasting errors on logistics costs
  - Proposed revised distribution model of bifurcated finished good deliveries based on demand-forecast relationship model to achieve 11% logistics cost savings.

### Professional Experience:

- Developed brand portfolio to launch a boutique store in a tier 3 city, through demand forecasting, product range planning, budgeting and cost optimized sourcing.
- Controlled the concept to sales order conversion variance within 5%, through real time data analysis of market demand, right pricing and timely information sharing with design and procurement teams.
- Reduced product lead time (145 to 137 days) from order confirmation to production order release through proactive decision making at concept stage, cross-functional integration and ensuring seamless communication.
- Reduced resource waste in product development by limiting it within 3% deviation from plan to actual through realistic demand planning, feasible vendor allocation, flexible sampling plan and timely information flow between designers and vendors.
- Delivered sizeable volume growth in T-shirts, Non-denims and accessories through product innovation, competitive pricing, cost optimization and increased customer interaction.

## Iris Gohain

Experience: 51 Months  
Education: B.E.: Chemical Engineering, Assam Engineering College, Guwahati University, Guwahati, Assam  
Past Employers: Tata Chemicals Limited, BCPL



### Career Highlights

4.3 years of work experience in Operations Management, Supply Chain Management, Vendor Management and Lean Six Sigma petrochemical and chemical sector.

- Managed day-to-day operation of a heavy duty furnace unit and boiler in a petrochemical and chemical complex.
- Hands-on in SAP Modules (Sales Distribution and Material Management).
- SPOC between zonal office and warehouse department to ensure high service level for end customers.
- Implemented safety initiatives for emergency preparedness, developed SOPs and trained 18 site engineers.
- Volunteered in a CSR initiative of "Working women for working women" primarily focused on empowering rural women.

### Internship: Tupperware Brands India Pvt. Ltd. (Consumer Products)

- Project: Distribution network optimization: Warehouse consolidation from existing 4 to 3, ensuring delivery lead time constraint of 72 hours.**
- Performed an in-depth analysis of Indian Warehousing and Logistics scenario
  - Identified loopholes in the company's current direct marketing business model and product distribution network
  - Developed a linear programming optimization model to identify three optimal warehouse locations based on total minimization of costs; warehouse operating costs, secondary and primary freight costs

- Evaluated various possible options to suggest the best distribution network with potential annualized savings of 7%

### Professional Experience

**BCPL (A Government of India Enterprise):**

- Led a team of 18 site engineers and contractual workmen to manage shift operations in a petrochemical plant.
- Performed detailed evaluation of resource management, generating an annual savings of around INR 1 Cr.
- Capability development of the operations team in terms of up-skilling and cross-skilling.
- Managed OTC (order-to-cash) process in SAP for pan-India delivery of petrochemical products to customers.
- Co-ordinated with various vendors and cordially ensured their delivery within agreed SLAs.
- Managed order-to-payment process in SAP for natural gas procurement from OIL and ONGC.

**Tata Chemicals Limited:**

- Responsible for shift operation of a 20MW natural gas power plant.
- Spearheaded implementation of ISO-22000, British Safety Council 5 star, 5S, Autonomous maintenance, Root Cause Analysis for process abnormalities.
- Prepared and executed business continuity plan in case of production loss at the 2400 TPD fertilizer plant.
- Led a team of 4 in Lean Six Sigma Green Belt project to reduce the meanfree residual chlorine from 0.8 to 0.3 PPM.

## Kaushal Kishore

Experience: 72 Months  
Education: B.Tech.: Rajasthan Technical University, Kota, Rajasthan  
Past Employers: Digitals India Security products Pvt.Ltd., SecQua Security Systems, Ghaziabad



### Career Highlights

Techno-commercial professional with 6 years of experience delivering various innovations in the field of Electronic Security and Surveillance. Hands on experience of managing product development, launch and crafting new products strategy.

- Provided consultancy of customized security systems to 15 Indian banks, some of them with global presence
- Established repair and technical support centers and crafted processes for operations
- Proposed and implemented security systems as an active deterrent of crime in real time scenario
- Designed and implemented various security projects based on the degree of threat across banking, retail and educational institutions
- Used IT and electronic systems for process improvement at warehouses and manufacturing units
- Overall responsibility of tendering process with government and private clients
- Development and launch of New products along with crafting marketing strategy
- Subject matter expert for electronic security systems

### Internship: Stellar Value Chain Solutions Pvt. Ltd. (Warehousing Services)

- Project: Warehousing Cost optimization: Reduce the warehousing and logistics costs for a 3 PL client and prepare a plan to acquire its existing warehouse assets**
- Performed an industry bench marking exercise to assess process efficiency, identified root causes for variations and developed recommendations to improve overall warehouse operations.
  - Performed an asset audit for an e-commerce company's warehouse assets to assist the company in acquisition of

assets. Further, performed Wall to Wall physical verification of Inventory in warehouse.

- Performed ABC analysis based on inventory movements and suggested storage locations to improve picking efficiency and space utilization.
- Designed processes for inbound, outbound, quality check and PIV (Perpetual Inventory Verification) for warehouse

### Professional Experience

- Worked from product conceptualization to product launch.
- Techno-commercial skills: Bridged the gap between R&D labs and market. Capable of designing new products and solutions for clients, based on the client feedback and requirement analysis.
- Project management: Handled multiple site projects with on-roll and third-party teams.
- Consulting: Provided consulting to private and government sector clients.
- Vendor management: Managed sourcing of commodities and negotiations of contract terms for projects and services.
- Engineered multiple sub-systems.
- Authored several articles in electronic security and surveillance magazines.
- Designed security solutions for industries, institutions and other clients based on their security needs.
- Training and development of employees on project planning, execution and troubleshooting.
- Hands-on experience of tendering process with reputed banks including SBI, PNB, BOI, CBI & Corporation Bank.
- Subject matter expert: Delivered several seminars on variety of threats to banking operations and trained banking and security professionals.

## Mitesh Somani

Experience: 39 Months  
Education: B.E.: Electrical and Electronics Engineering,  
Techno India NJR Institute of Technology,  
Rajasthan Technical University, Udaipur, Rajasthan  
Past Employers: Tata Consultancy Services India Ltd.



### Career Highlights

A Software developer with 3 years of work experience primarily in Telecom and Transportation domain.

- Configured end to end Order Management Process for a Telecom client based in Macau.
- Managed applications used to scan defects on railway tracks and prevent derailments for a transportation giant in USA
- Awarded "Star of the LLP" for successful development of a project on hospital management leading a 30-member team.
- Received "Star Team" award and "On the Spot Award" for on-time and quality deliveries.
- Certified in Industrial Automation using PLC/SCADA and Ladder Logics.

### Internship: Johnson and Johnson (FMCG)

Project: Forecasting model for new products: Develop New launches Sales Forecasting model using MS Excel, VBA and R Language

- Introduced various New Product Forecasting processes for the North American team including Stage Gate Locks as checkpoints & Like Item Reference.
- Developed Post launch evaluation model to evaluate forecasting process efficiency.
- Developed and executed new product forecasting model and improved forecasting accuracy
- Introduced Advanced Analytics for New Product Forecasting through a completely new tool using Excel, R and HANA.

### Professional Experience

Transportation Domain:

- Software Development: Enhanced existing applications and developed new applications for automation to reduce manual effort. Development using C++ and C#, integrating SQL database.
- Requirement Analysis: Prepared High-Level Design Documents for some applications involving business requirement analysis.
- Developer Side Testing: Performed rigorous testing on various applications run on the track to test cars
- System Testing and User Acceptance Testing: Audited application generated daily reports, followed by troubleshooting for deviations

Telecom Domain:

- Software Development: Created background process chains for various Prepaid and Post-paid plans for a Telecom client.
- Developer Side Testing: Wrote and performed around 100 test cases to find out the bugs before delivering the application, ensuring high service levels.

## Mohnish Rajput

Experience: 42 Months  
Education: B.Tech.: Instrumentation and Control Engineering,  
Bharati Vidyapeeths College of Engineering,  
GGSIU, New Delhi  
Past Employers: EY



### Career Highlights

3.5 years of EY Consulting experience in Risk Advisory Services. Developed value driven solutions in sourcing, logistics, production and sales processes across industries (FMCG, Heavy Commercial Vehicles, Stainless Steel, Auto-Components and Textile) across India, Asia and Europe.

- Hands-on in SAP Modules (Material Management, Production Planning, Finance, Logistics and Project Management Module).
- End to end supply chain assessment to identify operational & financial gaps in business processes and propose solutions to plug them for clients across FMCG, Stainless Steel, Auto-Components and Customer Durables industries.
- Internal controls assessment in business processes across Procurement, Inventory Management, Logistics, Production, Sales and Distribution processes.
- Fraud identification, assessment and control development in raw material sourcing for clients across FMCG sector.
- Inventory management in a complex distribution network for FMCG client with a national footprint.

### Internship: BigBasket (e-commerce)

Project: End to end impact analysis of Warehouse relocation: Assess the impact of shifting the warehouse on operational costs, customer serviceability and perform a customer value proposition analysis for services offered.

- Assessed the impact of shifting the warehouse on operational costs based on current demand profile. Developed a profit and loss projection based on multiple cost factors and their respective cost behaviour.
- Developed a MS Excel based Solver model to identify service areas for new warehouses system and to reduce the impact on serviceability and optimize logistics costs.
- Interviewed various B2B customers across all regions to assess the relative impact of services offered by big basket and its

competitors, improvements in services offered and relevance of new services that may be introduced with company's expansion.

### Professional Experience

Raw Material Sourcing:

- Identification of Operational and Financial Gaps in procurement of crude and refined edible oils leading to financial leakages amounting to \$1.25 Mn.
- Reviewed farmer crop aggregation process for soyabean seed (mandi and trader sourcing), identifying process gaps leading to procurement of poor quality crops on account of weak system controls and vendor collusion resulting in financial leakages amounting to \$3.8 Mn.

Logistics Management:

- Improved freight recovery mechanism from customers leading to annual savings of \$0.2 Mn.
- Integration of warehouses post implementation of GST leading to annual savings amounting to \$0.2 Mn without adverse effects to revenue.

Inventory Management:

- Re-vamped warehouse inventory management norms to reduce damages and accumulation of expired/ non-saleable goods in downward supply chain leading to annual savings of \$0.1 Mn.
- Developed standard operating procedures to improve consignment inventory management leading to improved sales response and reduced credit risks.

Sales and Distribution:

- Developed and implemented improved policies for customer contracts, discounts and credit management to restrict customer favouritism leading to annual savings amounting to \$ 2.5 Mn.

## Mounika Panthala

Experience: 34 Months  
Education: B.E.: Electronics & Communications Engineering, CRR College of  
Engineering, Andhra University, Eluru, Andhra Pradesh.  
Past Employers: Infosys Ltd., HCL Technologies.



### Career Highlights

Microsoft certified CRM Professional with approximately 3 years of experience with IT giants in the domain of training and development, technical consultancy and functional implementations.

- Managed services and IT operations for sales and service modules of an Australian client.
- Automated various activities and designed applications for ten months for a Banking institution based in Singapore to simplify their sales, marketing and service goals.
- Imparted trainings to entrants and experienced professionals in the technology domain of Microsoft Customer Relationship Management (MSCRM), C#, .Net and Sugar CRM at Infosys Ltd.

### Internship: Mahindra & Mahindra SBU (spare business unit) (Automotive After market)

Project: Modern (WMS) warehouse Productivity improvement: Process Analysis and Productivity Improvement of Outbound Operations for smooth outflow of materials.

- Developed a strategy to plan daily outbound load considering the capacities of various activities in the warehouse.

- Modelled a transportation scenario for daily outbound deliveries to find the optimized number of transportation units required and the sequence in which orders are to be delivered.
- Identified key development changes required for existing SAP EWM (SAP Extended Warehouse Management) application to meet business goals.
- Redefined KPIs for outbound activities and suggested automation through pick to light system and conveyor loading in warehouse.

### Professional Experience

Consultant, HCL Technologies:

- Project Delivery: Designed and tested high level technical functionalities of Microsoft CRM and Sugar CRM.
- Content Development and Research: Prepared and updated learning materials to latest versions of technologies. Designed, developed and launched a complete video learning module on Microsoft CRM.
- Training: Trained senior professionals on Sugar CRM platform which eventually led to increase in productivity.
- Testing: Generated test cases for CRM based applications.

## Puneet Pandey

Experience: 78 Months  
Education: Post Graduation in Management: Universal Business  
School, Karjat, Maharashtra. B.Tech.: Electronics and  
Communication, ICFAI University, Hyderabad, Telangana  
Past Employers: Ford Credit India Pvt. Ltd., Standard Chartered Bank Ltd.,  
Yes Bank Ltd.



### Career Highlights

Over 6 years of experience with leading banks in the area of Customer and Channel development

- Responsible for revenue generation in wholesale and retail banking.
- Relationship management with various stakeholders such as banks, dealers and OEMs.
- Led a large team including on-roll and third party employees.
- Partnered with clients to help them deliver cash and revenue targets.
- Delivered exceptional growth in top line.

### Internship:

Chaipoint (FMCG): Reduce stock-out SKUs, secondary transportation costs and improve warehouse utilization

- Recommended a continuous inventory review mechanism to reduce stock out items in the warehouse.
- Used Clarke and Wright approach to develop an MS Excel based tool to consolidate shipments and plan shipment routes to reduce secondary logistics cost by 25%.
- Increased warehouse utilization by reducing non-moving and slow moving stocks by analysing inventory movement and consumption patterns.

### Professional Experience

Ford Credit India Pvt. Ltd.:

- Dealer management with respect to inventory financing, working capital management and retail auto loans.
  - Single point of contact for close coordination between dealerships, legal team, risk team and operations team.
  - Training and development of dealer staff with product profile and sales management.
  - Exceptional revenues delivery exceeding INR 100 Cr.
- Standard Chartered Bank Ltd.:
- Management of high networth individual accounts.
  - New customer acquisition and increasing wallet share of existing accounts.
  - Increased Asset Under Management (AUM) from Rs.2.4 Cr to INR 3 Cr.
- Yes Bank Ltd.:
- Sales of retail financial products to existing customers.
  - Liaison between banks and clients.
  - Increased AUM from INR 2 Cr to INR 3 Cr.

## Sai Krishna Jayakumar

Experience: 42 Months  
Education: B.E.: Mechanical Engineering, Kumaraguru College of Technology, Coimbatore, Tamilnadu.  
Past Employers: Cyient Insights, Accenture



### Career Highlights

Data analytics professional specialized in developing business intelligence, process improvement and predictive maintenance solutions.

- IBM certified data analyst and KPMG certified 6-sigma green belt.
- Designed and implemented dashboards using Tableau and Microsoft Power BI.
- Delivered solutions across the value stream such as target market identification, reliability engineering and warranty scheme design, using mathematical modelling.
- Developed a white paper outlining best practices to optimize procurement in the automotive sector.
- Ranked 42nd out of 1,323 teams in the Caterpillar Tube Pricing Contest on Kaggle.com.
- Reviewed Tableau software published by IT Central Station, currently in the top 5 percentile of contributors with over 600 views.

### Internship: Adani Wilmar (FMCG)

Project: Design and develop Freight cost simulation tool: Crafted a tool to estimate freight transport cost for future distribution expansion plan.

- Developed freight transport rate estimation models for primary and secondary distribution operations
- Operationalized simulation model using a Microsoft Excel macro user interface to project logistics cost impact of distribution network expansion.

- Designed TCO (Total Cost of Ownership) based model to enable business to negotiate better transportation rates and make more-informed budget allocations

### Professional Experience

#### Cyient Insights:

- Target Market Identification:** Identified market for aircraft engines in Africa post detailed analytical study of macro and micro elements.
  - Procurement:** Optimized cost for an automobile manufacturer using data analytics.
  - Manufacturing:** Improved shop floor productivity using time and motion study resulting in higher throughput.
  - Predictive maintenance:** Improved quality of predictive maintenance through accurate alert generation mechanism resulting in significant reduction in machine breakdowns.
  - Warranty:** Developed method to estimate frequency of part failure for aircraft engines using predictive analytics to design optimum warranty contracts.
- #### Accenture:
- Software quality assurance:** Validated end-to-end information flow across multiple software applications to ensure seamless online sales.

## Seerat Anjay

Experience: 52 Months  
Education: Master's in Hospital Administration, IMS, Devi Ahilya University, Indore, Madhya Pradesh  
Past Employers: AIG Business Solution (Gurgaon, India) Portea Medical (New Delhi, India) Eye-Q Super-specialty (New Delhi, India)



### Career Highlights

A certified 6-sigma green belt with 4 years of work experience in business process re-engineering, operations and performance improvement.

- Institutionalized end to end SOPs for multiple start-ups in healthcare industry.
  - Responsible for northern region with a single point accountability to manage service quality and streamline operations for major clients.
  - Led cross-functional teams to manage a region, improving the EBITDA by taking initiatives on service level and capacity planning.
  - Improved efficiency through data analytics.
  - Performed detailed analysis on organization's performance and presented reports to top management on implementation of strategies and future.
- ### Internship: Narayana Health (Healthcare)
- Project: Improve inventory management controls across the value chain and optimize current operations.
- Made significant changes to existing feasible indicators for inventory check, complying with all critical requirements of the organization
  - Identified Potential inventory reduction of INR 70 lacs by setting optimum inventory levels across the network.
  - Analysed and redefined inventory benchmarks for 30000 SKUs at warehouse, resulting in savings worth INR 35 lacs

### Professional Experience

#### AIG Business Solution:

- Developed a dashboard of standard KPIs to analyse operational and financial performance, resulting in quick decision making.
- Operational Efficiency: Optimized process flow, resulting in optimum utilization of manpower and improvement in throughput rate of claim submission
- Process Standardization: Created SOPs and for all the processes within the backend team, resulting in quick identification of deviation from standards.

#### Portea Medical:

- Stakeholder management: Analyzed standards of service delivery to the patients, and implemented best fit solution that reduced escalation from patients by 50%.
  - Speared headed project on improvisation of CRM software by identifying corrective measures to reduce errors in database and use of manual MIS across organization.
  - Business Analysis: Identified parameters that affect business performance to standardize advisories and guidelines for supporting and enhancing operations.
- #### Eye-Q Superspecialty
- Team Management: Managed a cross functional team of 25 employees, driving team towards data driven system.
  - Process Optimization: Analyzed and improved TAT significantly for OPD patients by strategically planning appointments.

## Sajal Raj

Experience: 64 Months  
Education: B.Tech.: Electronics and Communication Engineering, Sikkim Manipal Institute of Technology, Majitar, Sikkim  
Past Employers: TATA Consultancy Services



### Career Highlights

Around 5 years of experience in software development and project management with TATA Consultancy Services, primarily in Retail and Life-Sciences sector.

- IT Infrastructure Library V3 certified professional: Practiced ITIL and Agile in optimizing and streamlining the process workflow required for various modules.
- Reporting and ITIL tool configuration expert, encompassing end to end requirement gathering, solution design, delivery and post-delivery activities.
- Worked with Tata Research and Design Center and Service-now Team in configuring and optimizing process work flows.
- Re-organized and contributed to outstanding customer service by configuring shared platform for business users.
- Identified process gaps and delivered solutions to reduce critical outages, thereby improving customer satisfaction for 99Cents, Irdeto, J-Wiley Publications and Merck.

### Internship: Adani Wilmar (FMCG)

Project: Trade off analysis of Railway Rakes Logistics services: Perform a cost benefit analysis of shifting logistics to Indian railways' Rail Rake services.

- Analysed the demand and the dispatch pattern for five different plants and associated costs
- Performed a break-even analysis to help business make an informed decision about investing in Rail Siding and General-Purpose Wagon Investment Scheme
- Identified potential locations to be served by Rail, based on respective demand profiles, Modelled a transportation case to serve multiple location (Clark-Wright Algorithm).
- Analysed the benefits and risk associated with the construction of Rail Siding at Mundra plant and how "General Purpose

Wagon Investment Scheme" would help the company in its logistics operations

### Professional Experience

#### IT Analyst:

- Enhanced the on boarding process for Merck, resulting in process optimization and reduced flow time.
- Configured KPI reports for clients, helping them in administering the resources of different geographical locations.
- Organized various global knowledge transfer sessions for large user bases on multiple modules of Service-now.
- Maintained project schedules, issue logs, weekly meeting summaries and status reports to ensure effective, ongoing communications across all team members.
- Supported multiple clients along with pre-sales team on identifying requirements for tool configuration and providing technical solutions for the same.
- Configured various KPIs, aiding stakeholders in keeping track of Service Level Agreements and count of service interruptions registered by the support team.
- Communicated product updates to stakeholders, explaining capabilities incorporated in the tool.
- Conducted technical training for a team of new members - guiding them in getting acquainted with ITIL framework.
- Designed the support model for all the customers across globe, providing timely resolution to their concern and issues.

#### System Engineer/IT Analyst:

- Explored the market and co-ordinated with quality assurance team and development team to design an in-house tool for IT Service Management.
- Supported multiple clients along with pre-sales team on identifying requirements for tool configuration and providing technical solutions for the same.
- Configured various KPIs, aiding stakeholders in keeping track of Service Level Agreements and count of service interruptions registered by the support team.
- Communicated product updates to stakeholders, explaining capabilities incorporated in the tool.
- Conducted technical training for a team of new members - guiding them in getting acquainted with ITIL framework.
- Designed the support model for all the customers across globe, providing timely resolution to their concern and issues.

## Shivam

Experience: 37 Months  
Education: B.E.: Electronics & Communications Engineering, Sikkim Manipal Institute of Technology, Sikkim.  
Past Employers: Cognizant, Capgemini



### Career Highlights

3+ years of experience in application development with retail and banking giants across Europe and North America using platforms like Salesforce CRM and IBM Mainframe.

- Developed Salesforce based CRM applications to capture real time market insights for a top UK based retailer.
  - Recommended and subsequently enhanced the User Interface (UI) of the web based CRM application using an emerging scripting language maintained by Google.
  - Delivered an application on Delinquent and Bankrupt Loans while leading a module, consequently becoming the youngest to lead a project of this size.
  - Experienced in both Agile and Waterfall project management methodologies.
  - Worked as a course instructor and facilitator for fresh hires in Capgemini India Pvt. Ltd.
  - Experienced in working with biggest banking clients based out of Europe and North America.
  - Certification: Sales force Certified Platform Developer 1 [License 17794093], IBM DB2 9 Fundamentals
  - Skilled in: Sales force CRM, Tableau, IBM Mainframe, Python 2.7, Core Java, IBM DB2 SQL.
- ### Internship: Johnson and Johnson (FMCG)
- Project: Improve Promotional effectiveness and reduce SLOB: Develop Promo Planning & Demand Shaping tool to forecast promotional events accurately and reduce Slow and Obsolete Inventory (SLOB)
- Aggregated data for SKUs for Asia Pacific region from the Business warehouse, appended possible parameters that could lead to SLOB generation

- Formulated 4 different models for each SKU category to predict promotional uplift
- Created Tableau dashboards to showcase MAPE comparison from different models for distinct SKU categories to select the best fit model.
- Implemented Market Basket Analysis (Apriori algorithm) to study association rules of SKU sell through performance at a distributor level

### Professional Experience:

#### Retail and Core Banking Domain:

- Integrated CRM applications with data visualization tools (like tableau) to help retailers predict market trends.
  - Managed CRM based applications to provide stock and inventory insights with leakages.
  - Designed sales processes (Campaigns, Leads, Accounts) for different clients using Salesforce CRM
  - Devised loan application platform for core banking clients
- #### Mortgage Banking Domain:
- Assessed the client processes and recommended foreclosure avoidance plans through process automation.
  - Developed Mainframe based applications for loss mitigation on bankrupt loans for a top North American mortgage bank.
  - Automated the loan sale process using batch processing techniques subsequently reducing the execution time.
  - Serviced the back-end of internet banking portal for mortgage loan applications using Mainframe based UI.
  - Developed applications for computations of different parts of a mortgage loan adhering to US based laws of bankruptcy.

## Sruthy K M

Experience: 52 Months  
Education: B.Tech.: Electrical & Electronics Engineering,  
Amrita Vishwa Vidyapeetham, Coimbatore, Tamilnadu  
Past Employers: Gmmco Limited (A C.K. Birla Group Company)



### Career Highlights

Performance driven professional with around 4 years of cross-functional supply chain experience with a construction giant.

- Managed centralized inventory of Building Construction Products, in collaboration with principal and strategic business units.
- Responsible for optimum finished goods stock level at multiple stocking locations in the the strategic business units of Central, West and South India
- Cross-functional interaction with sales, marketing, procurement and logistics team.
- Organized knowledge sharing sessions with Front Lines Sales team and trained employees on CRM and SFM (Sales Funnel Management).

### Internship: TATA Projects (EPC)

Project: Develop a Price forecasting model for commodities: Decoding the Commodity Market for EPC Industry and developing a Price Forecasting Model for strategic sourcing.

- Carried out in-depth research on commodities in EPC Industry (Steel and Cement), analyzed Demand-Supply Patterns, Government policies, and studied the region-wise price trend of Aggregates at Quarry locations.
- Identified the major cost-drivers affect the pricing of finished goods

- Inculcated Machine Learning Algorithms to build a Price Forecasting Model.
- Compared each methodology based on MAPE (Mean Average Percentage Error) and recommended an appropriate sourcing strategy for Steel.

### Professional Experience

#### CRM and Sales Funnel Management:

- Single point accountability for CRM Process implementation and development, ensuring CRM discipline through regular brainstorming and training sessions with front line sales engineers.

#### Order and Inventory Management:

- Liaised with Caterpillar supply chain team and strategic business units, and collectively improved dealer margins, worked on demand forecasting, optimum inventory levels and forecast accuracy to ensure high Customer service level.

#### Collaboration with Digital Marketing Team:

- Delivered opportunity conversion rate of 20% compared to the industry standard of 8%, through lead generation, opportunity evaluation, campaign implementation and sales force management.

#### Custodian of Key Business Intelligence Reports:

- Market Trend Analysis, Percentage of Industry Share, Lost Order Root Cause Analysis and Competitor Pricing Analysis.

## Yashowardhan Kothari

Experience: 50 Months  
Education: B.E.: Industrial Engineering, Ramdeobaba College of Engineering and Management, Nagpur University, Nagpur, Maharashtra  
Past Employers: Voltas Ltd., Unipart India



### Career Highlights

Supply Chain Professional with 3.5 years of experience in Strategic Sourcing, Vendor Management & Logistics Management

- Executed negotiations based on zero based costing, trend analysis and parametric comparison resulting in 7 % annual savings.
- Source selection and price negotiation for 500+ parts, based on Quality, Cost, Delivery and Development (QCDD) parameters.
- Integral part of the team responsible for implementing the WMS (Warehouse Management System) for inventory management, resulting in higher utilization of bin storage capacity by 13 %.
- Responsible for OTIF (On Time Delivery in Full) of various materials required for Turnkey Projects of Rural Electrification Projects.
- EDX level 1 and level 2 certified in "Fundamentals of Logistics & Supply Chain Management" and "Supply Chain Design" from Massachusetts Institute of Technology.
- ICLT certified in Logistics and Supply Chain Management from Think link Learning Services Pvt. Ltd.

### Internship: BigBasket (e-commerce)

Project: Build a Supply chain network to support business expansion plan for B2B vertical, optimizing Customer service, logistic cost & warehouse operating cost.

- Conceptualized a Mixed Integer Linear Programming (MILP) Model in MS Excel (using Open Solver) for identifying the most optimal warehouse location factoring service-cost trade-off.

- Led Financial Analysis and feasibility study of various scenarios (1,2,3 or 4 Dark Stores) and recommended the optimal solution based on the level of serviceability and customer satisfaction.
- Conducted a market survey for identifying the customer potential (Kirana Stores) across Delhi and forecasted demand based on the survey feedback.

### Professional Experience

#### Strategic Sourcing and Vendor Management:

- Led sourcing team and managed annual purchases of materials worth INR 400 Cr.
- Supported business development team in executing pre-bid tie ups with vendors for successful bidding of projects worth INR 600 Cr. Was awarded High5 Award for the same.
- Improved working capital by reducing advances from INR 3 Cr to INR 0.3 Cr and negotiated better payment terms with key vendors.
- Monitoring and forecasting of prices for raw materials based on macro-economic factors.

#### Warehouse and Inventory Management:

- Performed the movement analysis for over 22,000 SKUs improving storage utilization by 9 %.
- Proposed and implemented "Golden Zone" across the parts distribution center for high velocity parts, improving labor productivity by 4%.
- Achieved a remarkable 50% improvement in Picking LPMH (Lines per man-hour).
- Proposed and implemented class-based storage of parts along with family grouping and "Zone Picking", thereby improving the picking efficiency and eliminating damages by 18%.

# High Achievers

IIMU students are making their mark in global competitions – right up with the very best in the world.

- A team of four PGPX students took second place in the Operations Simulation Case Competition organized by the Krannert operations club at the Krannert School of Management.
- PGPX students secured second and third positions in the Poster Presentation competition which took place as part of the DCMME Conference at Purdue University.
- Four PGPX Students have made it to Dean's List and nine PGPX students have made it to the Academic Honours List of the Krannert School of Management, Purdue University, Fall 2017.
- Winner, "Operations in Action" award for exemplary internship experience across Krannert School of Management, Purdue University.
- IIMU student selected to represent the Purdue MBA team at the Renewable Energy Case Competition held at the University of Michigan.
- Ranked in the top 5 in the Global Operations Conference case competition in the US. This conference is considered the biggest international conference in operations and supply chain.
- Among the top 6 teams from 80 teams across the globe for the finals of the Indo-US Business Conference – C.K. Prahalad Business Case Competition organised by University of Michigan
- PGPX students bagged 1st, 2nd and 3rd positions in Operations Simulation Competition convened by Krannert Operations Club (KOPS) at Purdue University.
- Won case competition organized by KGSA (Krannert Graduate Student Association) at Purdue University.

# Recruitment Process

IIMU's Corporate Relations Team of dedicated professionals oversees the recruitment process. Under their supervision, the Student Corporate Relations Committee facilitates all interactions with the companies. A Relationship Manager is appointed to be the key point of contact with each company.

We encourage companies to conduct their presentations and interviews in person on campus. When this is not practical, Skype, video-conferencing and telephonic facilities are available.

## Final Placements

Recruitment starting in November

### Pre-placement Presentations

Companies have the option of using a pre-placement presentation to give students information about their business, vision, work culture and the roles and opportunities available, followed by a Q&A session.

### Placement Process

Interested students apply to the company and submit their resumes through the Student Corporate Relations Committee. The selection process generally consists of resume-based shortlisting and one or more rounds of personal interviews. Offers, including details of role, location, compensation and other relevant terms and conditions, must be conveyed to the candidate through the Student Corporate Relations Committee. The placement process is governed by the Institute's placement rules.

### Post-placement Process

Once a company has made an offer as part of the campus placement process, a candidate is bound to accept/reject the offer within a stipulated time frame. When a candidate accepts an offer, he/she automatically opts out of the placement process and ceases to be part of the pool of candidates available to companies.

The candidates are made the offer conditional on their successful completion of the course. The HR managers at the respective companies then take over to guide candidates through the induction and joining process.

## Corporate Partners Include:





[www.iimu.ac.in](http://www.iimu.ac.in)

#### **IIMU Corporate Relations Team**

**Shabbir Husain**  
Manager, Corporate Relations  
[shabbir.husain@iimu.ac.in](mailto:shabbir.husain@iimu.ac.in)  
+91 96494 73950

**Kavita Chotrani**  
[kavita.chotrani@iimu.ac.in](mailto:kavita.chotrani@iimu.ac.in)  
+91 0294 2477111

#### **Student Corporate Relations Committee**

**Yashowardhan**  
[yashowardhan.2018ex@iimu.ac.in](mailto:yashowardhan.2018ex@iimu.ac.in)  
+91 99757 75551

**Mohnish Rajput**  
[mohnish.2018ex@iimu.ac.in](mailto:mohnish.2018ex@iimu.ac.in)  
+91 99992 88149

**Shivam**  
[shivam.2018ex@iimu.ac.in](mailto:shivam.2018ex@iimu.ac.in)  
+91 77200 75508



**PURDUE**  
KRANNERT  
SCHOOL OF MANAGEMENT

भारतीय प्रबंधन संस्थान उदयपुर  
Indian Institute of Management Udaipur