Kumar Abhinav

Experienced Program Manager and Business Analyst with Expertise in AI/ML, Strategic Planning, and Data Analytics

(650) 695-4346 | rushtoabhinavin@gmail.com| [in/kumarabhinav05/](https://www.linkedin.com/in/kumarabhinav05/) | [Github](https://github.com/Kumar0905/Csueb) | [Tableau](https://public.tableau.com/app/profile/kumar.abhinav6408/vizzes) | Pleasanton, CA |

|  |  |
| --- | --- |
| **Core Technologies & Skills**  Business Planning & Reviews  Project Management  Strategic Planning  Gen AI & ML  ERP Systems  Financial and Business Analysis  Team Leadership & Reporting  Functional and Technical Analysis  Cross-functional Team Collaboration | Experienced Program Manager and Business Analyst with a background in AI/ML, data analytics, project management, and strategic planning. Adept at driving business reviews, and presenting data-driven insights to executive audiences. Proficient in enhancing operational efficiency, process standardization, and executing strategic initiatives. Seeking to contribute my expertise to a Program Manager where I can help shape forward-looking planning and support executive decision-making.  MS in Business Analytics.  **Qualification Highlights**   * Managed and streamlined program budgets including OPEX, CAPEX, AOU, and headcount, ensuring efficient allocation of resources and adherence to financial targets. * Led analytics efforts resulting in operational efficiency improvements and cost savings. * Developed multiple Gen AI LLM-based applications, enhancing developer efficiency and product delivery. * Consistently recognized for exceptional problem-solving skills and leadership in managing complex projects. * Nearly 15 years of experience in Business Operations, Supply Chain Analytics, and Project Management with a recent focus on Data Analytics, Data Engineering, and Gen AI/ML. |

**Work Experience**

**RFXCEL (Part of Antares Vision)**. | **Tech Lead – Business Analytics & Data,** San Ramon, CA, May 2023 – Present

After completing my tenure at VVF, I pursued an MS in Business Analytics. During my studies, I joined RFXCEL as a summer intern, and due to my impactful contributions, I was offered a full-time position. At RFXCEL, I led the development of analytics products by creating transactional dashboards using Elasticsearch and Kibana, significantly improving data retrieval latency. Additionally, I spearheaded a new product initiative to provide real-time data visualization by integrating AI/ML technologies.

**Specific projects:**

* Managed project timelines, quarterly, and annual budgets, and resource allocation, generating $X million in additional revenue from major customers.
* Generated regular reports to update stakeholders and manage projects, reducing project delays by 15%.
* Oversaw day-to-day operations, including assignments and personnel review, improving team performance metrics by 10%.
* Collaborated with teams in different time zones to ensure project success, achieving a 15% reduction in project completion time.
* Conducted comprehensive financial data analysis to identify the largest customers and determine revenue contributions, leading to a strategic focus on high-revenue clients and resulting in cost savings of $X million from the biggest customer.
* Performed detailed analysis of effort costing, including IT infrastructure and development costs, identifying areas for cost optimization and savings.
* Rolled out an Operational data analytics product at the L5 level for the Kingdom of Bahrain. upscaling and upselling the Track and Traceability software, generating an additional $X million from a single customer, and improving operational efficiency by 25% with real-time data visualization.

**Vvf India Limited** | **Supply Chain Analyst**, Mumbai, India. Dec 2017 to Aug 2022

As a Supply Chain Project Manager, led several key projects that optimized the supply chain process, improved manufacturing efficiency, and successfully passed internal audits by McKinsey. Achieved global inventory reduction and led the SAP GST Implementation roll-out team.

**Specific projects:**

* Led the SAP Implementation project, updating SAP features to be GST-ready. Streamlined processes from purchase orders to cash flow according to GST rules, resulting in successful implementation.
* Conducted retail and data analysis of the FMCG market, developing insights to target the right market segments and enhancing market penetration strategies. Revenue increased by $X million.
* Led the global inventory reduction project. Categorized inventory into four buckets, analyzed each category, and implemented new purchasing models (JIT), materials exchange models, and scrapped dead inventory, resulting in $X million in savings and a 25% overall inventory reduction. Tools used: SAP, Python, SQL, and Tableau.
* Developed and managed project plans, communication strategies, and resource allocation to ensure project success, reducing project completion time by 20%.
* Successfully closed an internal audit with zero points raised by McKinsey, earning a high rating for the company.

**India Power Limited** | **Supply Chain Analyst**, Kolkata, India Mar 2016 to Nov 2017

For a short stint, I joined India Power to work on streamlining the supply chain, aiming to enhance organizational efficiency.

**Specific projects:**

* Implemented SAP PM (Plant Maintenance) and MM (Materials Management) modules to replace manual purchasing, order generation, and billing processes across all platforms, enhancing organizational efficiency by 25% by streamlining the Order to Billing management process
* Negotiated a long-term Power Purchase Agreement (PPA) with state and federal governments, effectively boosting revenue and establishing profitable partnerships.

**Bajaj Energy Limited | Supply Chain Project Manager**, Noida, India Feb 2013 to Mar 2016

After Abhijeet Projects, I joined Bajaj Energy as the Supply Chain Project Manager to lead a data-driven project focused on securing an excise tax waiver from the federal government. The waiver amount achieved was almost double that of my previous project

**Specific projects:**

* Collaborated with the Central Electricity Authority (CEA) of the Government of India to successfully secure Mega Power Project Status, resulting in a cost-saving achievement of $XX million. This data-driven project involved detailed data analysis, regulatory negotiation, and strategic planning.

**Abhijeet Projects Limited | Supply Chain Project Manager,** Ranchi, IndiaSept 2010 to Jan 2013

After Airox Nigen, I joined Abhijeet Projects to lead the design and implementation of SAP functions (PM/MM) and manage data-driven projects with the federal government, securing significant financial benefits.

**Specific projects:**

* Navigated regulatory processes, securing an excise duty waiver for Mega Power Project Status with the Government of India's CEA, leading to savings of $XX million and exemplifying adept negotiation skills and regulatory expertise.

**Airox Nigen** | **Business Development Manager**, Gurgaon, India April 2009 to Sept 2010

Directly hired from school to manage business development initiatives, focusing on enhancing the company’s online presence and user experience

**Specific projects:**

- Spearheaded the design and launch of a website for the organization, enhancing its online presence and user experience

**Skills**

**Functional:** Agile, SDLC, Jira, Git, Data Analysis, Dash Boarding, Data Optimization, Process Mapping, Delivery Presentation

**Technical:** SAP, Python, MySQL, Kibana, Tableau, AWS, Elastic Search, MS Excel, SPSS

**Education and Academic Background**

**California State University East Bay**, Hayward, CA

**M.S. in Business Analytics**, Aug 2022 to Dec 2023

**Sathyabama Deemed University** Chennai, India

**B.Tech. in Chemical Engineering (Major)**, Aug 2005 - April 2009

**B.E in Computer Science & Engineering (Minor)**, Aug 2006 – April 2009