

SUMMARY

Management Consultant almost 4 years of experience in understanding and solving business problems of clients in Telecommunication, Manufacturing and Banking industries. Currently looking for an opportunity to excel in my career by being an active part in a growing organisation.

WORK EXPERIENCE

PwC, India	Senior Consultant- Management Consulting	April 2014 – Present
1. Digital strategy and process improvement framework for a global player in packaging industry		
Roles & Responsibilities	<ul style="list-style-type: none">Identified the key areas of digital intervention across the company’s existing value chainImplemented some of the key process changes that are required to improve the overall planning efficiency and productivity of the plantConducted cost benefit analysis for identified digital and process improvement initiativesCreated a road map for implementation based on the cost benefit analysis	
Achievements	<ul style="list-style-type: none">Received appreciation from the top management of the client and awarded extension	
2. 16 Cr savings in a span of 4 months through a cost optimization framework for a leading bank		
Roles & Responsibilities	<ul style="list-style-type: none">Consolidated the volumes across different departments to achieve volume benefitsCreated a procurement strategy by applying levers like vendor consolidation and price benchmarkingNegotiated with the vendors to achieve better prices has resulted in savings of INR 15 Cr	
3. Process reengineering and project management for a leading telecom provider		
Roles & Responsibilities	<ul style="list-style-type: none">Mapped end to end process flow of all the assets available in the value chainCreated and implemented processes to track the movement of these assets from planning, sourcing till retirementManaged end to end execution of tracking these assets across the pilot circles	
Achievements	<ul style="list-style-type: none">Achieved 100% efficiency in tracking the assets in both the pilot circles	
4. Benchmarking safety and security practices for a global ecommerce giant		
Roles & Responsibilities	<ul style="list-style-type: none">Identified the qualitative and quantitative parameters for benchmarkingBenchmarked the safety and security practices internally with competitorsProvided areas of improvement to client to become best in class among the industry	
Achievements	<ul style="list-style-type: none">Majority of the recommendations were accepted by client and is taken for implementation	
5. Business strategy for a logistics player who entered into cold chain business		
Roles & Responsibilities	<ul style="list-style-type: none">Conducted performance evaluation of the cold chain business for transportation and warehousing operationsConducted product segment analysis to identify the target products and locationsCreated a 5 year roadmap along with creating a business operating model for the client	
6. EBIDTA improvement for a leading newspaper company in Southern India		
Roles & Responsibilities	<ul style="list-style-type: none">Conducted as-is analysis of the existing business process in editorial functionDefined KPIs for each department and created a dashboard to track them on a periodic basisDefined the to-be processes based on the areas of improvement and industry standards	
7. Cost optimization for a leading consumer durables player		
Roles & Responsibilities	<ul style="list-style-type: none">Conducted a detailed study on the major cost heads of the clientIdentified areas of cost optimization across direct and indirect cost headsDefined to-be processes by establishing process controls in the spares and stores issue process	
Achievements	<ul style="list-style-type: none">Identified cost saving opportunities of nearly 10% of their total spend	
8. Location and 3PL assessment for a leading player in medical devices and diagnostics segment		
Roles & Responsibilities	<ul style="list-style-type: none">Analyzed the Medical Devices market w.r.t its growth rate, market size & operating playersEvaluated & interviewed various 3PL players to identify their capability in satisfying client needsRecommended potential 3PL player for partnering and identified location for the establishment of warehouses	
9. Business process improvement and cost rationalization for a leading textile manufacturer		
Roles & Responsibilities	<ul style="list-style-type: none">Studied the working of contractual labor and identified automation and process improvement opportunities for the client across their 2 plantsShowed a savings potential of 70 Lakhs in a short span of 2 weeks	
Business Development & Diagnostics study		
Roles & Responsibilities	<ul style="list-style-type: none">Created proposals by understanding the clients requirements for clients ranging from consumer durables to DTH providers in the areas of demand & supply planning, logistics improvement, process re-engineering & market expansion strategies	
Overall Achievements	<ul style="list-style-type: none">Received “PwC Experience Award” for demonstrating PwC values in client engagementsReceived “Spot Award” twiceReceived “Performed beyond the level” (top rating) for all the projects workedReceived a rating of “Commendable”(2) consecutively for both the years	

Automatic Data Processing Ltd. Technical Software Analyst June '11- June '12	
Project Details: U.S Taxation application for ADP	
Roles & Responsibilities	<ul style="list-style-type: none"> Liaison with clients & prospective customers to gather the requirements of the project Involved in design & development of Business Critical Client Application Reduced re-work time by timely Negotiation with the client Technical & Operational feasibility analysis of the project Engaged in high level meetings with the Client and Senior Management
Achievements	<ul style="list-style-type: none"> Appreciation from Divisional Head, Project Manager for commitment and Quality of work delivered

SUMMER INTERNSHIP (8 WEEKS)

Mahindra Logistics Ltd. Supply Chain Management April '13- June '13	
Project Details: Pre-Outbound Logistics Process Optimization in Chakan, Nasik	
Roles & Responsibilities	<ul style="list-style-type: none"> As-is analysis of Pre-Outbound Logistics Process Conceptualized a Scheduling Mechanism to streamline the processes Revised KPI's of Business Associates & 3 of them are currently being reviewed Created an Automated Dashboard for Continuous Status Update to clients Recommended changes in Warehouse Layout to reduce damages
Achievements	<ul style="list-style-type: none"> Increased Value Adding Time from 3% to 47% & reduced Turnaround Time from 6 hours to 2 hours
Ruchi Soya Industries Ltd. July '13 – Aug '13	
Project Details: Improve Demand Planning Accuracy in Modern Trade	
Project Details	<ul style="list-style-type: none"> Analyzed & evaluated the existing distribution planning & order entry processes Evaluated Forecasting Techniques on historical data & suggested changes to increase DPA

SCHOLASTIC RECORD

Year	Degree	Institute	CGPA/Percentage	Remarks
2014	PGDIM	NITIE	8.33	Topper in Operations Management
2011	B.Tech.(Computer Science)	KL University, Vijayawada	86.2	4 th in department
2007	XII (Andhra Board)	Sri Chaitanya, Vijayawada	93.6	Distinction, Top 1% in EAMCET
2005	X (Andhra Board)	Sri Bharthi, Eluru	86.3	Distinction, 99% in Mathematics

POSITIONS OF RESPONSIBILITY

Cyber Committee	<ul style="list-style-type: none"> Maintaining & upgrading the quality of IT infrastructure in NITIE 	2012-14
Event Organizer	<ul style="list-style-type: none"> Organized formal and informal events in ADP 	2011-12
Organizer, Samyak	<ul style="list-style-type: none"> Organizer, National fest conducted by KLCE 	2009-10
Coordinator	<ul style="list-style-type: none"> Core Committee member of Focus, Student activity club, KLCE 	2007-11
Student Representative	<ul style="list-style-type: none"> SPOC for discussions between Management & Students, KLCE 	2007-11

AWARDS & ACHIEVEMENTS

Certifications	<ul style="list-style-type: none"> APICS, CPIM, Master Planning of Resources 	2013
	<ul style="list-style-type: none"> Six Sigma Green Belt 	2013
Corporate Events	<ul style="list-style-type: none"> Runner up, ITC Interroband Season 3, SCM Case Challenge 	2013
	<ul style="list-style-type: none"> Campus Finalist, Madura Fashion & Lifestyle's Pinnacle 	2013
	<ul style="list-style-type: none"> Campus Finalist, Infosys Aspirations 2020 	2010
B-School Competitions	<ul style="list-style-type: none"> Finalist, Crack IT, Case study competition conducted by IIM Trichy 	2013
	<ul style="list-style-type: none"> Appreciation from QuoVadis, IIFT, paper on "Retail in Emerging nations" 	2013
Academic	<ul style="list-style-type: none"> State Finalist, Astronomy Olympiad 	2007
	<ul style="list-style-type: none"> Consistently Ranked among top 5 rankers in all the semesters in B.Tech 	2011
Extra-Curricular	<ul style="list-style-type: none"> All Rounder of the year, KLCE 	2011
	<ul style="list-style-type: none"> 2nd in paper presentation at Techno Fest, National Level Fest at VRSEC 	2010