



Mridul Nair

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Date of Birth

24th October, 1988

Educational Training

**Shivajirao S. Jondhale College
Of Engineering & Technology-
Mumbai University**

B.E in Civil Engineering
2007-2011

**National Institute Of
Construction Management &
Research-Pune**

Post Graduation in Advanced
Construction Management
2011-2013

Internship

L & T, B & F Division
April 2013- June 2013

Software Proficiency

- AutoCAD
- Primavera
- Smartsheet
- Microsoft Project

Career Summary

Homelane.com

Delivery Manager
March 2020 - Present

- For FY 20-21, Collected INR 3.03CR as 40% with 127 projects P2P and INR 3.44CR as 50% collection with 110 dispatches
- Improved Final NPS from 34% to 70% with Improvement in Design and Project management.
- Increased NET OB by 11.5% in design stage with effective Upselling.
- Managing 100+ projects in Design and Installation phase with OB value of 8CR with a team of 20 and Freelance Design community of 40
- Realised revenue of 7.5CR for FY 20-21
- Improved Google review rating from 4 to 4.3 for the showroom

Arrivae

Services Head - Pan India
October 2018 - March 2020

- Managed Operations with a team of 18 worth INR 11.5cr of 115 Projects.
- Managed Pan India vendor on-boarding for commercial and residential projects. On-boarded 60 turnkey vendors and 40 package vendors.
- Increased Margin for services from 20% to 30% based on Rate analysis and Negotiation.
- Created training modules for Project Management & SOP's were revised and implemented based on RCA's.
- Successfully implemented project "Enigma"- A Project tracking register.
- Defined Format for Certificate of Payment and Cash Inflow/Outflow forecast for finance team.
- Product development for creating Site Supervisor app.

Livspace.com

Operations Manager
November 2016 - September 2018

- Set benchmark for Project Management and created format for Site Dilapidation report, Weekly project progress, Project Schedule
- Defined Quality Audit checklist, Vendor Due-diligence, Site measurement checklist.
- Trained Operations team on Project management skills in order to become more effective and efficient.

Nestopia

Project Manager
January 2016 - October 2016

- Set-up SOP's from Initiation>Design>Execution>Handover phase
- Managed Operations with a team of 5 worth INR 4.5cr of 30 Projects.
- Tried and tested different models for Operational Profitability.
- Created Framework for Cost-Estimator to convert clients at 0-10% stage.
- Formulated Vendor rating system, Due-diligence checklist, Tri-party agreement, Quality checklist, Vendor & Designer agreements.
- Formulated Penalty and Rewards for Designers, Vendors and Execution team which increased Ownership & output of individual stakeholders

Jones Lang LaSalle

Project Manager
May 2013 - December 2015

- Managed projects spanning 5 lacs sq.ft with a 90 days TAT including de-snagging for FISERV, BARCLAYS & IDFC.
- Managed documentation for the projects which involved maintaining and monitoring Project schedule, Budgeting & Cost Control, Health & Safety, Quality Control, Risk register, Vendor certification and De-snagging.
- 20% savings achieved w.r.t Budgeted cost by value engineering.