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| **ABC. ERR**  Mob- 576857687 |

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| **ACADEMIC QUALIFICATIONS** |

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| **Examination** | **Year** | **Board/University** | **%/CGPA** |
| **MBA** | **2010** | **ABC** | **8.0/9.0** |
| **B.Tech (ABC)** | **2008** | **N. ABC** | **9.98/10** |
| **CLASS XII** | **2003** | **ABC** | **33.60** |
| **CLASS X** | **2001** | **ABC** | **94.50** |

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| **WORK EXPERIENCE** |

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| **Sales & Strategy ABC -Up Oct’14 – Feb’15** | | |
| **ABC** | * Ideated product design of Stewot- app for restaurants end-to-end operations management * Developed database of 300+ restaurants for sales through cold calling and demonstrations | |
| **ABC Manager ABC July’08-May’12** | | |
| **Process In-charge** | | * **Process In-charge** for Rodding plant with 23.pa. Carbon anode production capacity * Certified **Lean** **Six** **sigma** **Black** **belt** |
| **Lean 6-sigma Project** | | * Team member in applying **DMAIC** methodology for Quality parameter Improvement project * Identified Pareto parameters through Data collection and statistical analysis using Minitab * Annual savings of INR **9 million** ; Accredited with Best project in |
| **INTERNSHIP** | | |
| **ABC (Intern) ABC April’13 – June’13** | | |
| **Business development** | | * Identified market for Home appliances and food preservation in households and small businesses; Facilitated partnerships with **Enviro -fit** stoves and **Solar lighting devices** for **distribution** * Analysis of CSC’s performance through data collection on business performance metrics * Introduced **Buy-back policy** in supply agreement; ensured profitable business model for CSC |
| **Trainings** | | * Visited 70 CSC’s situated in and around 45 villages spread across 3 districts of Orissa * Conducted Trainings on Leadership and Communication for BDEs across Gajapati district |

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| **ACADEMIC DISTINCTIONS AND CO-CURRICULAR ACHIEVEMENTS** |

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| **Distinctions** | * First place in ABC meet of 2000 students from 12 NIT’s * **Bagged 1stplace** in Inter-school General Quiz competitions held in Warangal in the year ‘99 |

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| **PROJECTS** |

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| **Project** | * Studying Supply Chain management at **Onergy-**Rural solar lighting enterprise and suggesting Improvements |
| **Deliverables** | * Analyse supply chain of Bank financed and self financed Solar needs of Rural markets * Establish best practices for Inventory management and demand planning at ABC centers |
| **Suggestions** | * Prepared **zero cost integrated** IT framework;Formulated forecast of bank financing products * Recommended **Continuous inventory policy**; Standardized end to end purchase & sales |
| **Key Learnings** | * Vendor – distributor power dynamics with size and demand generation in marketplace * Fast moving SKU’S are characterized by bank financing and Insurance coverages |

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| **POSITIONS OF RESPONSIBILITY** |

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| **Lean 6 Sigma Trainer, Balco** | * Trained 30 process associates from 3 SBU’S on Lean 6 sigma methodology and applications * Introduced **Mentor Mentee** programme for trainees ; evaluation methods to track progress |
| **Motivation Trainer, Basix** | * Trained 15 no.BDS employees of Orissa Centers on Communication and Motivation skills * Feedback on content and **effectiveness** of trainer collected from BDS rated at **4.5/5** |

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| **EXTRA CURRICULAR ACHIEVEMENTS** |
| |  |  | | --- | --- | | ABC **Choreo club** | * **1st Runners-Up** out of 9 teams competed at **Carpedium’14** cultural fest. * Choreographed and performed in ABC with footfall over 500+ | |