

### EDUCATIONAL QUALIFICATIONS

Degree	Institute/University/Board	% / CGPA	Year
MBA-Marketing	T. A. Pai management institute, Manipal	Pursuing	2025-2027
BSc. Agriculture	Gd Goenka university, Gurugram	79	2018-2022
HSC	Narayana Jr college, Vijayawada	90	2017-2018
SSC	Ap model school, Karemudi	87	2015-2016

### PROFESSIONAL EXPERIENCE

Operations Executive	Reliance Retail, Hyderabad	July 2022 – Oct 2023
F & V Ops MILKBASKET July 2022 – Oct 2023	<ul style="list-style-type: none"> <li>Managed the <b>end-to-end inward processing, quality inspection</b>, and timely handling of products, minimizing wastage, to ensure delivery of high-standard products.</li> <li>Managed manpower across multiple shifts, implementing best practices in quality control, packing procedures. Improvement in packing efficiency <b>from the avg of 500units/packer to avg of 700 units/packer and strictly implemented FIFO</b>.</li> <li><b>Spearheaded Cross-Functional Collaboration</b> with Sales and Supply Chain managers to streamline operations using SAP, ensuring optimal <b>product availability</b>. Conducted regular inventory audits drove cost-to-serve efficiency by achieving a <b>66% reduction in shrinkage (0.3% to 0.1% of weekly purchases)</b> through rigorous inventory audits.</li> <li><b>Maximized customer satisfaction</b> and minimized sales lost by reducing the <b>refund percentage by 60%</b> (2.55% to 1%) through <b>analyzing feedback</b> and timely escalations.</li> <li><b>Controlled operational costs</b> by aligning business processes with SOPs, monitoring key performance indicators and guiding the team on cost-efficient utilization of consumables, packaging material, resources leading to improved cost-to-serve ratios.</li> </ul>	

Manager Ops	Eruvaka Naturals	April 2022-June 2022
Hub Operations April 2022-June 2022	<ul style="list-style-type: none"> <li><b>Managed Purchase Orders (POs), inbound logistics, and quality assurance</b> for F&amp;V, ensuring on-time procurement and smooth supply chain operations.</li> <li><b>Executed Sales Delivery</b> plans by optimizing manpower and scheduling for <b>last-mile delivery</b>, ensuring accurate, fresh, and <b>on-time product delivery</b> to end consumers.</li> <li>Gained hands-on exposure to retail and e-commerce supply chain processes, including inventory management, order fulfillment, and customer delivery systems.</li> <li>Collaborated with Agri-entrepreneurs and local suppliers, supporting operational scaling, supply chain integration, and strengthening retail strategy development.</li> <li>I acquired foundational knowledge in marketing, merchandising, and product development, including <b>consumer demand analysis and product positioning</b>.</li> </ul>	

### PROJECTS UNDERTAKEN

Eruvaka Naturals Nov 2021-Jan 2022	<ul style="list-style-type: none"> <li>Completed a project internship on "<b>Operation, Quality, and Product Development</b>" as part of the B.Sc. (Hons.) Agriculture curriculum, gaining <b>practical exposure to supply chain operations, quality assurance, and product innovation</b>.</li> <li>Acquiring experience in product development and process efficiency, developing sustainable packaging solutions to enhance shelf life and improve consumer appeal.</li> </ul>
Rural Agricultural Work Experience Program KVK, Tirupati July 2021 – Sep 2021	<ul style="list-style-type: none"> <li>Spearheaded and delegated tasks to team members for 3 months, coordinating awareness and outreach programs in a new village environment.</li> <li>Engaged with 30+ local farmers to understand challenges, conducted field and method demonstrations to share modern agricultural practices.</li> <li>Managed buyer interactions and identifying issues and escalating to KVK.</li> </ul>

<b>TRAINING &amp; CERTIFICATIONS</b>	
Fundamentals of Digital Marketing By Google Oct 2025	<ul style="list-style-type: none"> <li>Completed the Fundamentals of Digital Marketing course to develop proficiency in SEO, web analytics, with a focus on leveraging digital channels for business growth.</li> <li>Demonstrated proficiency in Google Ads and digital marketing to enhance reach.</li> <li>Gained knowledge of consumer behavior, online branding, and marketing strategies.</li> </ul>
Certified by Google Foundations of Project Management July 2025	<ul style="list-style-type: none"> <li>Developed knowledge of <b>project management skills</b> by gaining insights into <b>planning, execution, monitoring, and stakeholder management practices</b>.</li> <li>I studied the complete <b>project management life cycle</b> and analyzed different project management methodologies to evaluate their suitability in varied business contexts.</li> <li>Explored organizational structures and their impact on project management, how <b>communication flows and team dynamics influence</b> delivery outcomes.</li> </ul>
Kennesaw State University Six Sigma and the Organization (Advanced) July 2023	<ul style="list-style-type: none"> <li>Gained in-depth understanding of Six Sigma principles, methodologies and tools, with emphasis on <b>quality enhancement, process efficiency, and cost reduction</b>.</li> <li>Learned the roles and responsibilities within Six Sigma teams, including stakeholder engagement, <b>root cause analysis</b> to achieve measurable improvements.</li> <li>Explored the integration of Six Sigma with Lean practices and other continuous improvement methodologies, with focus on waste reduction, process optimization, and <b>data-driven decision-making</b> to enhance overall business performance.</li> </ul>
<b>POSITIONS OF RESPONSIBILITY</b>	
TAPMI's Operations Forum	<ul style="list-style-type: none"> <li>Spearheaded planning &amp; execution of 5 major events &amp; 2 industry collaborations, boosting peer engagement &amp; corporate partnerships significantly.</li> </ul>
<b>EXTRA-CURRICULAR ACTIVITIES</b>	
Inter College	<ul style="list-style-type: none"> <li><b>Speech Contest Winner:</b> Achieved 1st place among 15 participants in a Inter college competitive speech contest on the theme “Integrated Approach in Science &amp; Technology for a Sustainable Future”, demonstrating strong communication with the ability to convey complex ideas on sustainability and innovation.</li> <li><b>University Kabaddi Player:</b> Selected as a core member in the debut Kabaddi team at GD Goenka University and represented the Seniors’ team in inter-university games. Also managed the juniors team building the team, leadership and enhancing competitive spirit in a high-performance sports environment.</li> </ul>
Volunteering	<b>Executive - Agroverse Club:</b> Successfully organized the <b>School of Agriculture Incubation Club</b> , demonstrating strong skills in <b>strategic planning, event execution, stakeholder coordination, and team leadership</b> to promote innovation and entrepreneurial initiatives.