

# MOHIT AHUJA

706 Brier Crossings Loop, Durham, NC-27703 | 513-923-8565 | er.mohitahuja@gmail.com

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Resourceful Manager with experience in planning and executing sustainable supply chain strategies for operational excellence in diverse industries. Excellent skills for communicating mission & vision goals and gaining stakeholder buy-in through deployment of tactics and engagement towards project success. Successful in building and motivating teams.

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## SKILLS HIGHLIGHT

Strategy Planning | Supply Chain Optimization | P&L | Demand Forecasting | Negotiations | Team Mentoring

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## PROFESSIONAL EXPERIENCE

### **INDEPENDENT LEAN SIX SIGMA CONSULTANT – CATERPILLAR, Sanford-NC** **2019 - Present**

- Improved business value through leading and managing Continuous Product Improvement Projects
- Improved collaboration with global teams, suppliers, and process partners to meet customer and business requirements through business process re-engineering and Change Management tactics to resolve conflicts.

### **ALI GROUP NORTH AMERICA (CHAMPION INDUSTRIES) Winston Salem-NC** **2016 – 2018**

A Multi National Dishwasher Manufacturer

#### **NPI Program Manager / Global Supply Chain Associate**

Responsible for developing and implementing strategies for end-to-end program management for NPI and reporting KPI's to executive management to make data driven strategic decisions

- Led and manage a cross-functional team of 15 in sales, market research, engineering and operations to design and develop a disruptive dishwasher. Launched 1 week ahead of schedule, doubling the market share in 2 yrs.
- Structured, scheduled and forecasted a \$5M project using gap analysis tools and implementing hybrid operations strategy, which improved efficiencies and reduced COGS by 15%.
- Transformed the entire procurement function by consolidating vendors for small volume components (plastics, metal) using supply chain analytics and strategic sourcing, resulting in a saving of \$250K
- Streamline, structured and maintain supply chain strategy to seek optimal balance between total product costs/terms, lead time & order minimums.
- Managed KPI dashboard to track supplier performance via order to actual delivery time, purchase price variance, opportunity cost benefits and annual cost savings.
- Gained hand on experience of optimizing demand supply balance including seasonality and bullwhip effect due to sales contests, margin and promotions using predictive, prescriptive & reactive analytics

### **AUTOMATION SYSTEMS & DESIGN, Dayton-OH (Contract)** **2015 – 2016**

A Tier - 2 Automotive OEM

#### **Project Management Consultant**

Responsible for managing cross functional team activities, maintain detailed level engineering schedules, resource management, financial KPI's and status reporting for customer driven automation projects.

- Led a team of 8 engineers at client site for design and deployment of automation systems, improving production TAKT time by 10%

### **ITW FOOD EQUIPMENT GROUP (HOBART), Troy, Ohio** **2014 -2015**

A \$1.3 billion global manufacturer of commercial food equipment.

#### **NPI Project Manager/ Process Improvement Engineer**

Responsible for managing Continuous Improvement projects in line with the corporate growth strategy.

- Lowered warranty cost by over \$100K by leading & implementing Six Sigma quality improvement projects.
- Improved profitability margin by 10%, honing dynamic capabilities through CI and waste elimination
- Managed vendor development and optimized supply planning through 'Make Vs Buy' matrix to ensure on time build schedule and maintain accurate inventory levels.

### **U.S. PLAYING CARDS COMPANY, Erlanger, Kentucky** **2013-2014**

A division of Jarden Corporation, a multi-billion dollar consumer goods company; manufacturer of playing cards.

#### **Product Innovation Engineer**

Reported to the Director of Engineering. Responsible for managing new product development projects for AI based casino security systems.

- Directed the complete product development cycle of fraud detection system, including product costing budgeting and forecasting, producing sales revenues of \$500,000 annually and gross margin of 57%.

- Identified and developed new \$1.5M revenue stream, by expanding market share in an under-served market
- Produced Project Status Reports & KPI's, including SPI & CPI & held project meetings with the team and client to ensure that project is on track

**APEX SUPPLY CHAIN TECHNOLOGIES R&D, Mason, Ohio****2010-2013**

Industry-leading manufacturer of automated dispensing systems and industrial vending machines.

**Technical Project Lead, R&D / Supplier Development Engineer**

Reported to the VP Innovation. Responsible for leading system development lifecycle for cloud based automated solutions for Vendor Inventory Management.

- Reduced machine down time by 75%, using creative design thinking that eliminated need of tools for service.
- Led Six Sigma project for NPI material process improvement projects, reducing warranty costs by 17%.
- Managed vendor development for sourcing various components to China as part of cost-savings strategy.

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**EDUCATION**

- ❖ **MBA -Operations Strategy & Innovation Mgmt, University of Illinois, Urbana Champaign -Aug 18,GPA 4.0**
- ❖ **M.S. – Robotics & Automation, University of Cincinnati, Cincinnati, Ohio – 2010**
- ❖ **B.E. -- Mechanical Engineering, Thapar University, Patiala, India – 2008**

**CERTIFICATIONS**

- ❖ APICS Certified Supply Chain Professional (CSCP) – In Progress
- ❖ Change Management Specialist (CMS), Management & Strategy Institute – 2019
- ❖ Six Sigma Lean Professional (SSLP), Management & Strategy Institute – 2019

**TOOLS**

- ❖ Operations/CI Tools - KAIZEN, Six Sigma, SIPOC, LEAN, SCIPAB, VAVE, 5S, SQL, Tableau, PRO-E
- ❖ KPI – Fill Rate, Cash 2 Cash Cycle, COGS, ROIC, Inventory Turnover
- ❖ Project Management Tools – MS Project, PowerPoint, PMBOK, JIRA, Confluence, Agile & Waterfall
- ❖ Product Management Tools – 4P Planning, Customer Journey Mapping, 5C & PESTLE Analysis, IP Litigation
- ❖ Financial Analysis Tools – ROI, IRR, NPV Analysis, WACC, AR Request, Excel – Solver, Regression modeling

**RECOGNITION & AWARDS**

- ❖ Letter of Appreciation for Change Management Leadership – ITW FEG, Jan 2015
- ❖ 3 Years of Work Excellence Award - Apex Supply Chain Technologies, Oct 2012
- ❖ Joint Applicant on 3 US Patents and Published Author for a Research paper on Artificial Intelligence

**PERSONAL INTERESTS**

Driving, travelling places, reading self-help books, and photography