

Mayank Srivastava

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Profile Summary

- Over **12+ years** of versatile experience in **Strategy, Business Development, Project Management, Contract Negotiation, Customer Relationship management, Creating Joint Ventures, Company Incorporation, & Government Liaisoning** in Defence, Manufacturing, IT, and Communication sectors
- Experience in leading teams, CXO level stakeholder management & cross-functional collaboration for delivering technology-enabled business solutions

Professional Experience

12.5 Years

Adani Enterprises Limited, Ahmedabad (Strategy Manager)

Mar 2021 – Present

BUSINESS DEVELOPMENT & STRATEGY

- Identifying new business avenues in ammunition sector & developing strategies
- Engaging global technology partners and creating Joint Ventures for prospective business opportunities and to capitalize on Positive Indigenization List
 - Evaluating prospect based on manufacturing capability, product fitment and their target market
 - Explaining product requirements, project scope and deliverables
 - Negotiating contract terms, deliverables, finalising responsibility matrix and SLAs
 - Liaising with legal team to execute MoU, NDA and Definitive Agreements etc.
 - Facilitating knowledge transfer into the Indian Team
 - Managing timelines, establishing facilities, end to end Project Management
- Monitored, analyzed and provided regular qualitative and quantitative performance reports and updates on current operations to senior management
- Liase as a SPOC with Department for Promotion of Industry and Internal Trade to acquire critical licenses for Small, Medium & Large Calibre Arms & Ammunitions, & Directed Energy Weapons under Arms Act
- Evaluated business proposals and developed business case for the acquisition of a quickly growing Additive manufacturing & laser technology company. The deal value is **INR 110 Cr**

Larsen & Toubro Limited, Bengaluru (GET / Sr Engineer / Marketing Manager)

Jul 2008 – Dec 2019

BUSINESS DEVELOPMENT & STRATEGY

- Built & scaled **Autonomous Ground Vehicle (AGV)** business to **INR 1000 Cr** in 5 years
- Managed multi-million annual investment budget for market development and business solution development for targeted **revenue growth of 15% Y-o-Y**
- **Championed new business opportunities** from Indian Defence Forces, ISRO, DRDO Labs, BSF, NDRF, CRPF, Railways etc
- Won bids valued **INR 38 Cr** by leading cross-functional bid teams for preparing **techno-commercial RFP responses**, and negotiating with vendors to form strategic partnership for exclusive pricing
- Secured **sales orders from 4 clients** for prototype development of products under **single-party tender**
- Awarded **“Best Collaborative Proposal Award”**, among 96 business proposals, for “Combat Armoured Robotic-System” having INR 100 Cr revenue potential
- Formulated multi-year strategy / plan to drive growth in AGV business based on deep analysis of industry trends, competitive dynamics, and client insights
- Collaborated with cross-functional teams to build medium- and long-term roadmap for AGV, Sensors & Communication products aligned with overall business strategy

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PROJECT MANAGEMENT

- Led team of 15 engineers to deliver “Intelligent Collaborative Robotic Systems” project for Centre for Artificial Intelligence & Robotics (CAIR) – DRDO with 100% **on-time delivery & within the planned budget**
 - Received **VP’s Commendation** for meeting business objectives and aggressive delivery timeline from the customer
 - Imparted 120-man-hours training to 5 resources as SME on engineering processes and best practices
- Managed a team of 5 resources to improve customer experience by delivering three versions of **AI-enabled** Unmanned Ground Vehicles for Recce & Surveillance and Tactical Combat purpose

EDUCATION

COURSE	INSTITUTION	YEAR
PGPM	SP Jain Institute of Management & Research, Mumbai	Oct 2019 – Jan 2021
B.E. (ECE)	MS Ramaiah Institute of Technology, Bangalore	Aug 2004 -Jun 2008

EXTRA-CURRICULAR ACTIVITIES

- Conducted two-day voter’s enrolment camp for the inclusion of 500 resident’s names in the Bangalore East Constituency voter’s list