**Sadique Mohammad Abdullah**

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**PROFILE SUMMARY** 

Product manager and strategic sourcing specialist, experienced in providing analytics-driven solutions for business strategy, new product development, manufacturing improvements, and supply chain management.

Received more than 18 excellence awards and a US patent for – “Innovative Manufacturing Process”.

I am currently pursuing a Full-time MBA at the University of San Francisco and seeking internship opportunities.

**EDUCATION**



**UNIVERSITY OF SAN FRANCISCO California, USA**

**Full Time MBA (STEM) 2021-2023**

**Focus Areas:** Business Analytics, Business Strategy, Marketing Management, Customer success management.

**KALINGA INSTITUTE OF INDUSTRIAL TECHNOLOGY Bhubaneswar, India B. Tech. – Mechanical Engineering 2003-2007**

**WORK EXPERIENCE**



**12/21-Present UNIVERSITY OF SAN FRANCISCO California, USA**

***Research Assistant and Independent Code Contributor***

* Developed a customer health indicator application for a SaaS client by transforming, and analyzing data collected from multi-platforms.
* Finalized Go-To-Market (GTM) strategy for a client through extensive market research and financial modeling for launching a new hard money lending business.
* Predicted Energy Utilization Index(EUI) using machine learning (ML) algorithms such as Random Forest and XGBoost in the python programming language for WIDS Datathon 2022.
* Implemented exploratory data analysis (EDA) methods and developed an analytical model in excel for data-driven recommendations for the 2021 Renewable Energy Case Competition (RECC).

**08/18-08/21 HONEYWELL AEROSPACE Tempe, USA| Bangalore, India**

***Senior Principal Project Manager***

* Led market research, business modeling, and strategic planning of 8 new business transformation projects.
* Formulated and executed data-driven sourcing strategies, leading to $13M annual revenue with 30% productivity.
* Resolved $13.3M customer past dues in a year by close collaborations with stakeholders (customers and vendors).

**07/16-08/18 HONEYWELL AEROSPACE Tempe, USA| Bangalore, India**

***Principal Product Manager***

* Provided strategy support to product and marketing leadership to launch 6 new products to the Product Portfolio.
* Extracted and analyzed 1200 plus item’s data to finalize economic order quantity (EOQ) leading to $2.6M savings.
* Implemented statistical process control at the factory which reduced processing time by 10% at the site level.

**10/14-07/16 HONEYWELL AEROSPACE Bangalore, India**

***Principal Manufacturing Engineer & Technology Specialist***

* Designed, built, and delivered two new products from concepts (Air Data Probes for synthesizing flight speed).
* Enhanced performance and reliability testing for Air Data Probes leading to $60K direct savings to the project.
* Adapted cost performance engineering for 700 plus components for contract negotiations with suppliers.

**07/08-10/14 HINDUSTAN AERONAUTICS LIMITED Bangalore, India**

***Manufacturing Operations Program Manager***

* Led a team of 27 technicians and supervisors for the execution of the production plan, and implementation of the Lean manufacturing and quality management system (QMS) at the manufacturing plant.
* Implemented 4 manufacturing automation projects on the shopfloor for machine capability improvements.

**SKILLS**



* Business Modeling, Design Thinking, Customer Success Management (SaaS), Go-To-Market Strategy, Financial Accounting.
* Product Management, Engineering Management, New Product Introduction, Supply Chain Management, Strategic Sourcing.
* Statistical analysis using JMP, Advanced Excel, SQL, Machine Learning & AI, Python Programming, Tableau.
* Manufacturing processes, aPriori, CAD, Unigraphics NX, Teamcenter, SAP, ERP, Microsoft Projects.

**AWARDS**

**Honeywell Bronze Award** for guiding team for 40% productivity gain on eAuction in 2021 | **Honeywell Behavior Award** For playing a vital & all-rounder role in executing 5 global projects in 2020 | **Honeywell Star Award** for forming a new team and mentoring | **Honeywell Patent Award** for Receiving Patent in 2017 | **Outstanding Engineer Award** for Leadership acknowledgment for the contribution in Year-2016 | **Change Champion Award-Q4** for Being the first from ISC to file 4 WIDS for Patents | **Honeywell Gold Award** for successful NPI in 2016.