

## Jayaprakash Divvela

Washington DC | [jd2026@georgetown.edu](mailto:jd2026@georgetown.edu) | 202-439-6064 | [linkedin.com/in/jayaprakashdivvella](https://www.linkedin.com/in/jayaprakashdivvella)

### Professional Summary

Business leader with 7+ years driving growth across manufacturing, e-commerce, and B2B SaaS. Founder and operator with experience scaling multiple ventures and leading enterprise consulting engagements that deliver measurable impact. Georgetown MBA (STEM) with expertise in operations strategy, financial modeling, and cross-functional leadership.

### Education

#### Georgetown University, McDonough School of Business

Master of Business Administration, STEM

- Forte Fellowship

Washington, DC

Aug 2023 - May 2025

#### R.V.R & J.C College of Engineering

Bachelor of Technology in Computer Science and Engineering

Guntur, India

Jul 2015 - May 2018

### Experience

#### Cluco – AI B2B SAAS Tech startup

Washington DC

##### Co-Founder

- Owned product strategy and roadmap for integrated SMB platform; conducted market sizing across 80+ SMBs using SQL and regression analysis identifying pain points driving 67% inefficiency to prioritize MVP features and GTM strategy.
- Led cross-functional execution across product, engineering, and operations to drive business growth; performed competitive analysis on 15+ SaaS platforms and developed pricing framework using conjoint analysis projecting 34% higher LTV.
- Built financial models evaluating unit economics across 3 GTM scenarios; established SQL dashboards tracking engagement and KPIs while validating assumptions through sensitivity analysis on churn, CAC, and retention metrics.

#### VINAMILK - Vietnam's largest dairy company

Washington DC & Vietnam

##### Strategy Consultant | Supply Chain Management |

Jan 2025 – May 2025

- Led 7-member MBA team on network optimization for \$1B+ manufacturer; delivered deployment handbook recommending 6-node hub-and-spoke model with 27% cost reduction, 35% IRR, and delivery improvement from 3.2 days to less than 24 hours.
- Built TCO models evaluating 15+ scenarios using regression and sensitivity analysis; improved forecast accuracy from 76% to 92% through statistical modeling and conducted SQL analysis of 500K+ orders across 27 suppliers designing performance scorecards.
- Developed ABC-XYZ segmentation and inventory optimization framework projected to reduce working inventory 25% and obsolescence 40%; created 18-month roadmap with FMEA risk analysis across 50+ logistics partners.

#### Georgetown University

Washington DC

##### Program Manager | Supply chain Management |

Aug 2024 – May 2025

- Managed portfolio of 16 client engagements across manufacturing and distribution industries, delivering data-driven solutions for operational optimization, process improvement, and strategic planning that improved client efficiency 21%.
- Built SQL-driven analytics and dashboards to track operational KPIs, and designed standardized frameworks for forecasting, segmentation, and performance analysis to drive consistent execution and continuous improvement across clients.

#### FRESH FOOD FACTORY - E-Commerce Grocery

Washington DC

##### Summer Consultant | Supply Chain Technology & Operations |

Jun 2024 – Aug 2024

- Supported SAP S/4HANA implementation and built SQL/Alteryx analytics identifying procurement inefficiencies that drove process improvements increasing order accuracy 17%, reducing stockouts 13%, and cutting late deliveries from 25% to 12%.
- Developed statistical forecasting models reducing planning cycle time 40%; created Power BI dashboards tracking inventory and logistics KPIs and led 3PL selection achieving 20% delivery improvement and 9% cost reduction.

#### SREE LAKSHMI NARAYANA DALL MILL - Consumer food manufacturing unit

Chilakaluripet, India

##### Founder & CEO

Jul 2018 – Jul 2023

- Founded and scaled a food manufacturing startup to 45% CAGR (5 yrs) with zero external funding; built end-to-end operations (suppliers, production, 50+ distribution points) while reducing working capital 31% and unit costs 18%.
- Scaled cross-functional teams from 8 to 50+ across production, quality, supply chain, and finance; built performance management and FP&A (budgets, variance, forecasts) achieving 90% employee retention and zero safety incidents.
- Implemented SAP HANA, SQL/Power BI analytics, and Lean Six Sigma (DMAIC) to integrate planning and operations, triple capacity, improve cash cycle 31%, and achieve 99% inventory accuracy with 91% OTIF.

#### VIRTUSA CONSULTING SERVICES - Technology consulting firm in global business operations

Hyderabad, India

##### Operations & Technology Consultant

Sep 2018 – Jan 2022

- Led predictive analytics product development for a Fortune 500 telecom client supporting 1M+ users; built machine learning models using Python and SQL to predict equipment failure, enabling proactive maintenance planning and delivering \$7M cost savings.
- Managed 6-member engineering team using Agile methodology; developed analytics solutions reducing SLA breaches 19% and operational disruptions 24% through data-driven performance monitoring and process optimization.

### Additional Information

**Technical Tools:** SQL, Python, R, Alteryx, Microsoft Suite, Tableau, SAP, Java, Power BI.

**Skills:** Data Analytics & Data Visualization, Lean Six Sigma, Supply Chain Strategy & operations.