

**<< Associate Name>>**

# **Contact**

* Location: KIADB Industrial Area, 25-31, 2nd Phase, EPIP Zone, Bengaluru, Karnataka
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# **Experience Summary**

* LTIMindtree Experience: 1 years(s)
* Wapcos Limited Experience: 4.4 years
* HP PWD Experience: 1.7 years

# **Education Summary**

* MBA,IIM Lucknow, Finance & Strategy 2022-2023
* Bachelor of Technology, Civil Engineering, NIT Hamirpur 2011-2015

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| **Skill Summary** | |
| Technical | Business Analyst/ Project Manager-, Financial Reporting & Analysis, Business Consulting, Business Strategy, Change Management, Analytical Thinking, Root Cause Analysis |
| Domain | Business Analyst, Business Strategy Consultant |
| Management | Agile (Value-Driven Delivery) & Waterfall |
| Behavioural | Adapting and responding to change, Adhering to Ethics and Value, Collaboration, Communication, hard-working & striving for excellence. |
| Certifications | * **Certified Scrum Product Owner (CSPO)** * **Machine Learning for Data Science using Python, NIT Warangal** * **Design Thinking, University of Virginia** * **JIRA Fundamentals Badge** from Atlassian university. * **Advanced Manufacturing Enterprise, Coursera** |

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| **Work Experience** |

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| Project 1 | | | |
| Project Name | Business Operations- Manufacturing Business Unit | Team Size | 20 |
| Start Date | 28-04-2023 | End Date | Present |
| Location (City and Country) | Bangalore, India | | |
| Project Description | Business Analysis & Business Finance | | |
| Role & Contribution | * Captured **business requirements** to launch & evangelized afinancial tool for **revenue recognition, revenue projections and business planning** in the organization. * Presented the **Margin improvement best practices** to the organization’s leadership & were recognized for our contribution to PAT improvement. * Assisted in **improving the financial tool** by validating the design & highlighting the challenges faced by the end user to make the tool more user friendly. * Spearheaded **a strategic program for efficient operational structure** to increase units profit **margin (PAT) by 2%.** * Analyzed **the monthly cost trend w.r.t. supply chain & revenue projects** to understand the trend & optimize the costs. * Regularly review the **account revenue, profit margin, and provide insights** to optimise costs. * Routinely work as Risk champion for BU to monitor the **enterprise level risks** and devise mitigation strategies to curtail risk & minimise business impact. * Assisted in implementation of **Business continuity resilience & planning** to address unforeseen events without impacting daily operations. * Cocreated **the RFP** for **Lead to Revenue Recognition** to achieve **future growth objectives** of a Manufacturing client. * Analyse supply chain pipeline to **monitor associated risks and opportunities for improvement**. * Improved **the Q2Q EBIT% by >10%** using margin improvement plan and optimization initiatives. * Prepared **next 1 year and next 3-year growth strategy** for Revenue, Supply Chain, pipeline, and EBIT targets. * Publish **daily BI dashboard & manage supply chain** using demand validation, attrition, in-demand skills, market dynamics & budget targets | | |
| Skills worked on | FP&A, Data Analysis, Supply Chain Optimization, Financial Management Collaboration, Presenting & Communication | | |

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| Project 2 (Wapcos Limited) | | | |
| Project Name | Consultancy Services for Implementation of Multiple Infrastructure Projects | Team Size | 20 |
| Start Date | 01-11-2019 | End Date | 31-03-2022 |
| Location (City and Country) | Chhattisgarh, India | | |
| Project Description | Acted as Project Manager to prepare pre-construction reports, select the vendors, complete financial analysis, meet the financing requirements and conduct supply chain analysis for Projects worth 100 million USD & worked on other ad-hoc projects for the business unit. | | |
| Role & Contribution | * Developed **customer satisfaction hypothesis** based on historical trends & recommended solutions to improve our market competitiveness. * Responsible for **liaisoning with multiple stakeholders including cross-functional teams, daily contractual correspondence,** submission of the **financial analysis, supply chain sourcing, feasibility analysis** for projects **worth USD 100 Mn.** * **Presented the business case to Director General** & received the subsequent approval & funding for the 100 Mn USD project. * Solved a **business procurement problem** using optimizations algorithms to choose the cheapest sources of materials. * Prepared **bid documents & contracts** for empanelment of 20 vendors into the business unit. * Provided a comprehensive report of the business unit empanelled vendors to financial institutions to foresee their **working capital requirements**. * Explore Optimization areas in **Red projects (low rate realized), Low PCM (< 40% & 5% -ve movement), Service cost vs Service Revenue** to increase profitability. * **Streamlined procurement processes** by negotiating favourable terms with suppliers, resulting in a 6% decrease in procurement costs. * **Performed exploratory analysis** on **historical data** of revenue department to reduce the cost of land procurement by 8 % * Responsible for **due diligence, data collection, data analysis to forecast project costs** andsubmit project implementation proposals. * Prepared the **financial models** to determine the **financial viability** of **3 projects, finalize vendor, manage project finance,** and devised the strategy to optimise returns. * **Formulated the bid strategy and growth strategy and played a critical role in securing projects worth INR 500 Mn for the company** | | |
| Skills worked on | Business Analysis, Stakeholder Management, Data Analysis, Vendor Management, Bid Document Preparation & Financial Analysis | | |