

Supply Chain Analyst Intern Supply Chain Analyst Intern Supply Chain Analyst Intern Boston, MA I am an Electrical Engineer from IIT Delhi and an MBA '19 from Babson. Prior to Babson, I worked 2 years in Deloitte as an IT consultant and 4 years as an entrepreneur managing projects. At MITx, I built advanced forecasting methods adjusting for seasonality and trends, created simulations using Anylogic software, and optimized networks using AMPL. In addition, I am a lifetime member of Beta Gamma Sigma. BGS has chapters at only the top 5% of business programs, and only the top performing scholars from those programs are invited. At Deloitte: I was the first to complete the industry certification, one of the very few with Excel VBA & SQL proficiency and the only engineer selected for the then largest project in Deloitte that required training in New York. I moved up quickly and was assigned a more complex project of analyzing large data and modelling a tool using Excel VBA for a \$30B pharmacy benefit company. On this project, I led a cross-functional team from India to work with the team from the US. As an Entrepreneur, I led with a deep focus on the supply chain and strategy. I procured orders worth 200% of plant capacity, and managed inventory through demand planning and managed warehouse. To gain a deeper understanding of the business from a financial perspective, I completed CFA Level I. As an intern for PRMPayments, I mapped the legacy systems to a new technology navigating through uncertainty and tenaciously figuring out the next steps. I am excited to bring my leadership skills, supply chain experience and Excel VBA & IT skillset into companies to build and develop technology driven supply chains.

**Work Experience**

**Supply Chain Analyst Intern PRM Payments - Boston, MA March 2019 to May 2019** Boston Mar 2019 - May 2019 An analytics consulting company optimizing payment mix and implementing real time payments. Supply Chain Analyst Intern Designed and built a model, using SQL and Excel VBA, which automatically maps the legacy process to the new Real Time Payment system and synchronize the data.

**Project Leader - Data Analytics WAYFAIR HACKATHON - Boston, MA March 2019 to April 2019** Communicated a compelling story by analyzing a large dataset to identify patterns, performing statistical techniques to build market segments and finally developing data visualizations to simplify the raw data using Tableau. Comprehended, extracted and cleaned information from the dataset using Alteryx.

**Project Leader RESTAURANT & PUB - Newton, MA**

August 2018 to December 2018 Management Consulting Field Experience Led a team of 4 undergraduate students to perform qualitative and quantitative market research. Increased brand perception, to sustain competitive threat, by developing, piloting and finally implementing a social media strategy. Successfully negotiated and managed stakeholder's expectations, ensuring congruence of needs of project, client and team. Analyst Intern CROWNINSHIELD RESEARCH - Boston, MA June 2018 to August 2018 Boston Jun 2018 - Aug 2018 A consulting firm providing expert analysis, testimony and advisory services to nationally recognized law firms and MNCs. Analyst Intern Analyzed using quantitative tools such as regression and hypothesis tests to check for market efficiency of >8\$B revenue companies. Saved 12%, in time, by initiating and leading a business process improvement by developing an automated tool using VBA. Analytics Consultant, Babson Consulting Alliance Program GLOBAL BOUTIQUE CONSULTANCY - Boston, MA January 2018 to May 2018 an agile team of 5) Helped gain profits for a +\$3B retail bank. Developed a data analytics strategy managing change in process, organization and people. Built an analytics transformation model, applicable for any mature company, through in-depth research, interviews and analysis. OTHER PROJECTS, SKILLS AND CERTIFICATIONS Certified in Logistics and Supply Chain Management from Gov of India Passed CFA Level 1. Excel VBA, Tableau, SQL, Java, C++ ERP: SAP - PP & MM, Alteryx, Financial Models and Pricing. Developed a business idea during a ten-day industrial and cultural excursion in Japan. Assessed the market, competition, regulations, and social constructs that help and hurt the business. Developed strategies for Huntington Wineries in Boston to increase market share by performing a situation audit of competition, customers, community and industry. Certified in Google Analytics, Google Ads Fundamentals and Google Search. Learnt Improvisation at Babson Students Against Gravity Club and Performed on stage for a live audience in the first semester. Selected (acceptance rate of ~3%) for Jagriti Yatra, a journey for entrepreneurs in India, in 2016. Project Manager, Optimization & Operations SNEHA GROUP OF ORGANISATIONS - Hyderabad, Telangana January 2015 to July 2017 Hyderabad, India Jan 2015 - Jul 2017 A \$1.8M conglomerate offering services in finance, media and community service sectors Project Manager, Optimization & Operations Led a team of

14. Generated annual revenue of \$80K (44% of established HQ) at the new Hyderabad Branch by customizing products. Turned around a project from the brink of failure in 2 months by solving conflicts and promoting trust among vendor and employees. Saved 40% in direct costs and improved 15% in productivity by driving the IT project to completion. Created and implemented a continuous improvement project to automate reporting increasing employee efficiency by 19%. Saved 6% in cost by designing a template to analyze and compare non-standardized vendor quotes for the largest purchase order. Partner, Supply Chain and Project Management MERCAN INDIA - Hyderabad, Telangana January 2016 to June 2017 Hyderabad, India Jan 2016 - Jun 2017 An electrical engineering construction start-up founded in 2016. Partner, Supply Chain and Project Management Sourced and executed turnkey projects, exceeded initial target by 20%, in one year; upgraded to class I vendor. Led a team of 18. Communicated vision, promoted collaboration and motivated to push limits through weekly meetings and activities Awarded overall best safety proficient sub-contractor from Larsen & Toubro, a \$17M conglomerate. Founder and Managing Director - Supply Chain and Operations REY ALUMINIUM - Hyderabad, Telangana May 2013 to January 2015 Hyderabad, India May 2013 - Jan 2015 An aluminum rolled products manufacturing start-up founded in 2013. Founder and Managing Director - Supply Chain and Operations Negotiated purchase orders worth 200% of production capacity from clients such as TTK group - a \$450M conglomerate. Influenced a gov. bank to invest \$150K in me, bypassing their eligibility guidelines. Negotiated one of the least lending rates. Challenged the status quo and convinced a 6-member expert panel to re-assign the allotted pollution category, saving money and time on compliances. Thorough due-diligence of licensing contracts helped locate the discrepancy. Operations and IT Consultant DELOITTE AERS INDIA - Hyderabad, Telangana July 2011 to May 2013 Analyzed a \$30B prescription benefit management company's drug claims and modeled a tool to automate claim processing. Saved 9% in time by driving continuous improvement through developing a semi-automated mailer tool to speed up reporting. BABSON PROJECTS Education MA BABSON COLLEGE, F.W. OLIN GRADUATE SCHOOL OF BUSINESS May 2019 BE in Electrical Engineering INDIAN INSTITUTE OF TECHNOLOGY DELHI - Delhi, Delhi May 2011 Skills

Supply Chain, Peoplesoft, SCM, ERP Links <http://linkedin.com/in/skatikala>

Name: Patrick Alvarado

Email: jimmy07@example.com

Phone: 849-717-8193x2702