

Anirudh Batwara

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EDUCATION & QUALIFICATIONS

Warwick Business School, **MSc Business Analytics**

Sep 2020 – Sep 2021

Modules included: Project Skills, Business Statistics, Forecasting, Analytics in Practice, Data Visualisation

Dissertation: Optimising delivery Days across a big box delivery network at UKs biggest consumer electronics chain.

Manipal University, **B.E. Mechanical Engineering**

Jun 2007 – Jun 2011

Modules included: Operations Research, Financial Management, Mechatronics, Thermodynamics

Dissertation: Simulation and Modeling of Solar Cooling System.

Won 4 awards for best paper presentation at national and international conferences.

WORK & LEADERSHIP EXPERIENCE

Gvtechno Logistic Private Limited, India, **Co-founder and Chief Technology/Product Officer** Dec 2014 – Aug 2020

- Conceptualised, co-founded, and developed dost.io – an online technology platform for collaborative transportation of goods and services in urban areas. DOST – Delivery Optimisation and Shared Transportation was operational in 70+ cities and was used by several blue-chip companies for their intra city logistics.
- Built an algorithm for collaborative resource allocation of delivery vans for intraday delivery operations across varied supply chains. This algorithm was valued at \$10m at initial funding rounds of the company.
- Identified and automated processes for same day delivery models for 10+ business segments. Pitched and implemented it successfully across 300+ clients through a multi-phase implementation plan.
- Pitched and negotiated with foreign institutional investors and marquee individuals to raise more than \$1 million
- Built and strengthened productive and valuable industry partnerships to facilitate co-operation, engagement, and revenue stream development by organising and coordinating multiple stakeholder meetings.
- Injected analytical rigor across the organisation by developing and launching visualisation tools of operational KPIs on Tableau and Periscope for real time manifestation of performance.
- Extended businesses' cash runway by 4 months by devising and leading the execution of a collaborative profitability index to measure the cost contribution of resources per operational task which improved transparency of cash flows and reduced cost by 25%
- Enhanced customer acquisition by building and operating a chain customer referral program stemming a 40% increase in sales and a 30% increase in active monthly users.
- Managed and directed teams responsible for delivering to B2B accounts of Fortune Global 500 clients.
- Led, hired, and mentored a team of 18 inhouse and offshore programmers, UX/UI designers, and data analysts.
- Won sponsorship worth \$500k from Azure and Google Cloud. Hands-on experience on both GCP and Azure.
- Recognised by Ministry of Urban Development (Government of India) and World Bank as one of the best sustainable practices in urban freight mobility across the globe

The Smart Techies Private Limited, India, **Director**

Aug 2011 – Apr 2014

- Founded, operated, and managed a boutique consultancy firm for developing and designing automation solution for industries with specialisation in micro controllers and Programmable Logic Controllers
 - Streamlined operational efficiencies, designing company-wide analytics tool for client-specific metrics, financial performance, and site performance management tracking for 1000+ clients resulting in 20% cost savings.
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SKILLS & INTERESTS

- Languages: English (fluent), Hindi (native speaker)
 - Software Languages: SQL (decent), R (intermediate), Python (Intermediate), Javascript (Intermediate)
 - Software Tools: Tableau (decent), R Studio (decent), MS Excel (decent), Git (Expert)
 - Interests: Data Visualisation and Reporting, SaaS and marketplace business models, Swimming, Marathons, Dogs
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EXTRA-CURRICULAR EXPERIENCE

- Active member of Warwick Consulting Society, Warwick Finance Society and Warwick AI.