

TARUN KUMAR TIWARI

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Education

Massachusetts Institute of Technology (MIT), Cambridge, MA

Expected Jun '17

Master of Engineering in Logistics, Supply Chain Management Program

GMAT: 720

Indian Institute of Technology (IIT), Kharagpur, India

Jul '08 – Apr '12

Bachelor of Technology: Mechanical Engineering

Graduated in top 10% of the class; Awarded 50% merit scholarship

Professional Experience

Jewel Click Private Limited- *Jewelry e-commerce startup*

Summer Intern, Bangalore, India

May '16 – Jul '16

- Designed consumer research to identify the product development initiatives; resulted in 2x website traffic
- Analyzed research data to profile the target consumer; pioneered building direct partnership with selected publishers (based on consumer profile) to reduce consumer acquisition cost by 40%

ITC Limited- *Multi business conglomerate of India with market cap of USD 45 B*

Product Manager, Personal Care Business, India

Jan '14 – Apr '16

- Promoted in July '15, one year before the planned promotion, owing to exceptional performance
- Worked closely with brand, factory and R&D team from ideation to final launch of 4 new products (USD 2 M in revenue), marking the entrance of ITC in 'premium skincare' business
- Spearheaded the implementation of tablet-based data collection system in retail outlets and integrated the same with existing system; reduced 'Out of Stock' instances in outlets by 60%
- Conceptualized and developed training modules for factory's workforce to ensure quality standards for the first time manufactured 'premium skincare' products in factory
- Collaborated with procurement team to develop material ordering system for low-volume & high-value items; reduced risk inventory level by 20% (USD 0.5 M) with zero production loss
- Led project to outsource manpower intensive operations from ITC factory; developed third-party manufacturer for 2 running SKUs; resulted in 30% reduction in conversion cost
- Worked closely with Marketing Head on entrance strategy in 'popular skin care' segment with a new brand (USD 20 M opportunity); first new brand launch in last 8 years of ITC's personal care business

Manufacturing Manager, Baddi factory, India

Jun '12 – Dec '13

- Responsible for production of opaque and transparent soaps, 1800 tons per month; led teams of production and maintenance, consisting of 12 managers and 145 general employees
- Improved the responsiveness of manufacturing unit by changing the production team structure; increased the market fill rate amidst fluctuating demand; achieved above 97% 'On Time in Full' delivery
- Led the commissioning the first transparent soap line in Baddi factory; trained production employees to achieve 80% capacity utilization in the first month after startup
- Designed and implemented a performance based bonus structure for production employees; improved retention of highly skilled and motivated employees (dropped attrition from 20% to zero)

TVS Motors- *Leading 2-wheeler manufacturer of India with market cap of USD 2.2 B*

Technical intern in R&D center, Bangalore, India

May '11 – Jul '11

- Developed computer models of 4 stroke engines to redesign an internal engine part; theoretical improvement in engine power by 3% (1.2% after implementation)
- Only one to receive employment offer out of 14 interns from different IITs (Indian Institute of Technology)

Additional

- Software: Tableau, SQL, Python, Excel, JMP
- Academic: Secured All India Rank 32 in Junior Science Olympiad in Grade X; Awarded the top 0.1% All India Merit Certificate in Mathematics in Grade XII
- Sports: Played for university's soccer team in the inter-IIT sports meet for 3 consecutive years; Played for hostel in intra-college basketball tournament - won silver medal; Completed training in National Cadet Corps (Military) - attended the challenging winter camp and selected in 16 out of 450 cadets to perform 'Guard of Honors'