Nisha Palvia

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PROFESSIONAL OVERVIEW

Performance and results-driven professional with in-depth experience in analytical modeling and delivering data-driven solutions in Should Cost Modeling, SKU Simplification, Strategic Sourcing, Inventory Optimization, Risk Management, and Process Improvement. Solid history of utilizing out-of-box approaches and comfortably adapting to new client environments.

EDUCATION

Massachusetts Institute of Technology   **Cambridge, MA, USA**
Master of Engineering in Logistics   Aug 2016 – June 2017
- Sloan Sustainability Certificate

IE Business School   **Madrid, Spain**
International MBA (Dual Degree with MIT)   Sep 2015 - Jul 2016

Georgia Institute of Technology   **Atlanta, GA, USA**
Bachelor of Science, Industrial & Systems Engineering   Aug 2007 – Dec 2011

PROFESSIONAL EXPERIENCE

L'Oréal USA, Operations   **New York, NY, USA**
MBA Intern   *May 2016 – Aug 2016*
- Developed an end-to-end aerosol cans strategy across consumer and professional divisions via optimized format simplification and improved competitiveness, delivering 3% to 5% in savings
- Built and negotiated 6 master and commercial agreements with suppliers (incl. legal clauses, negotiated terms and awards)
- Strategically hedged and priced all aluminum material purchased for the Americas by designing a cost driver/forecasting tool that inputs London Metal Exchange indices and historical volumes

A.T. Kearney   **Atlanta, GA, USA**
Associate   *Jul 2015 – Aug 2015*
- Managed a pricing simplification project by conducting revenue and cost composition analysis, leading customer interviews, and identifying optimal pricing options for Logistics client in London, England
- Led recruitment efforts at Emory and Georgia Tech and served as service lead for A.T. Kearney Women's Network

Senior Analyst   *Jan 2014 – Jun 2015*
- Managed corrugate, carton, and pallet procurement transformation for Mining client, saving $1M (8% of spend)
- Led complexity reduction and sourcing of folding cartons for CPG client and achieved savings of $14M (23% of spend)
- Designed and managed SQL DB for over $800M in store and DC inventory for Luxury Jewelry client
- Developed should cost model (excel/VBA) for top 2000 SKUs, realizing 6% in cost savings and optimized DC inventory

Analyst   *Jan 2012 – Dec 2013*
- Delivered $20M in savings for Beverage client by leading market event, renegotiating contracts, and conducting client-facing negotiation preparation sessions
- Led strategic sourcing of corrugate, cartons, and films for CPG company across 30 suppliers and minimized packaging material waste by 15%
- Optimized Asset and Scrap Sales for Petrochemical client and led spend assessment for Oil & Gas client in Mexico City

LANGUAGES

English (Native)**, Hindi** (Intermediate)**, Spanish** (Intermediate)

LEADERSHIP & AWARDS

- MIT Consulting Club, MIT CPG & Luxury Club
- IE MBA Dean's List
- 1st Place Winner, IE MBA Nespresso Case Competition
- Won A.T. Kearney's "Great Client Work" Award (2013) and "Award of Excellence" (2015)
- Graduated with Honors from Georgia Tech
- Strategic Lead at Next Generation Focus – Atlanta Tutoring Non-Profit
- Elected as president of largest GT organization - India Club