

Santosh Abraham Stephen

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EDUCATION

Massachusetts Institute of Technology, MIT

Master of Engineering in Logistics, Supply Chain Management (Funded)
Fellow – Supply Chain Management & Regulatory Systems (2011-14)

Cambridge, MA
05/15

Indian Institute of Management, Lucknow

MBA – Marketing & Operations

Lucknow, India
05/04

Indian Institute of Technology, Madras

Bachelor of Technology – Mechanical Engineering

Chennai, India
05/01

PROFESSIONAL EXPERIENCE

Massachusetts Institute of Technology

Research Assistant – Center for Transportation & Logistics

Cambridge, MA
05/14 – Present

- Course Manager for the Department's first Massive Online Open Course on Fundamentals of Supply Chain and Logistics, and Teaching Assistant for more than 20k students worldwide
 - Developed course content and managed team of undergraduate researchers to deliver on product testing and launch project milestones

Tractors & Farm Equipment (TAFE) – Automotive

Internal Consultant – Supply Chain & Materials

Chennai, India
06/08 – 09/09

- Led a two-year project to restructure TAFE's inbound supply chain, consisting of three plants and 200 suppliers, increasing tractor production by 25% and plant inventory turnover by 40%
 - Designed and implemented Sales & Operations Planning process, improving production plan adherence by 40%
 - Implemented pull systems for top 10% critical suppliers, improving supplier manufacturing and delivery capability by 25%
 - Developed proprietary simulation-based Supply Chain Planning tool that enabled top-down supply chain performance gap diagnostics, and bottom-up evaluation of improvement projects

Operations Management Consultant

Eicher Consulting Services (ECS), Hewlett-Packard (HP), Scientific Factory Inc. (SF)

Chennai, India
08/05 – 05/08

- Applied Lean Supply Chain concepts in various operating environments such as flow manufacturing, services, and fashion goods, helping clients achieve sustainable competitive advantage
 - **Consultant, Manufacturing Practice, ECS:** Deployed Total Productive Maintenance (TPM) at a 3000-manpower Paper Plant, and implemented Lean Manufacturing improving On Time, In Full delivery by 20%
 - **Manager, Production Planning, HP:** Implemented capacity planning and production planning. Developed concept and piloted the Toyota Production System-based Business Process Re-engineering (BPR) in operations, increasing process capacity by up to 80%
 - **Consultant, Production Planning & Control, SF:** Developed real-time tracking of supply chain status with respect to customer orders for a fashion boots manufacturer, and a leather accessories manufacturer, reducing freight penalties by 20%

IBM Corporation

Key Account Manager – Manufacturing & Financial Services Industry

Bangalore, India
05/04 – 08/05

- Managed IBM's relationship with key accounts in the manufacturing and financial services industry. Managed business partner relationships, and coordinated national product rollouts.
 - Increased share of spend with key competitive manufacturing and banking accounts in the region by 15%

ADDITIONAL

- **Academic:** All-India Rank 518 (99.8th percentile) at IIT Joint Entrance Exam, and Teaching Assistant in computer science at IIT Madras. Advanced coursework in business, economics, and regulation at Harvard Business School and Harvard Law School.
- **Volunteer:** Union Capital Boston, Shelter House Foundation, Tsunami relief, Medical service, Fundraiser, Youth camps
- **Leadership:** Students Council, Varsity soccer captain, OFA Founding Member, Youth Leadership