

## RAJDEEP SINGH WALIA

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### EDUCATION

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<b>MASSACHUSETTS INSTITUTE OF TECHNOLOGY</b> , Cambridge, MA <b>Master of Engineering in Logistics, Supply Chain Management Program</b>	Expected Jun '17
<b>UNIVERSITY OF MANITOBA</b> , Winnipeg, Canada <b>Master of Science (Supply Chain)</b> <ul style="list-style-type: none"><li>Thesis: <i>Evaluating Relative Operational Performance of Firms on TBL using Multi-Level AHP and TOPSIS (Viva voce Pending)</i></li><li>GPA: 4.2/4.5; Recipient of Manitoba Graduate Scholarship, University of Manitoba Fellowship</li></ul>	Sept '15 - Aug '16
<b>INDIAN INSTITUTE OF FOREIGN TRADE</b> , Delhi, India <b>Master of Business Administration (International Business)</b> , Major: Trade; Minor: Finance	Jul '09 – Mar '11
<b>GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY</b> , Delhi, India <b>Bachelor of Technology, Computer Science Engineering</b>	Sept '04 – Jun '08

### EXPERIENCE

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<b>ROYAL DUTCH SHELL</b> , Gurgaon, India <i>Exploration, production and distribution of hydrocarbons; publicly listed company</i> <b>Fuels Pricing &amp; Channel Offer Manager</b>	Jun '11 – Sept '15
<ul style="list-style-type: none"><li>Led Cluster Retail Pricing Strategy and Business Planning process for Shell India ensuring operating profit of US\$ 6.7mn over a period of 21 consecutive Pricing Fortnights</li><li>Developed Price Arbitrage, buy/make decision model for sourcing and inventory optimization resulting in US\$ 400k saving</li><li>Member, <b>Integrated Strategy Review (India-2025)</b>: Conducted Pipeline to Gas Station Last Mile Distribution Planning, Margin Need analysis and Dealer Economics IRR for an expanded network scenario of 400-1200 retail sites</li><li>Led the First Phase Implementation of Fuel Pricing System and ARMED (Fuels Performance Management Tool) across Fuels Retail Network in India</li><li>Forecasted fuel products mix on a quarterly &amp; weekly schedule basis for countrywide retail site network, improved KPI accuracy from 78% to 91% by implementing a moving average sales forecasting tool</li><li>Implemented regression &amp; sensitivity analysis based price strategy for Differentiated Mogas fuel (V-Power) launch generating additional US\$ 1.4mn delivered margin</li><li>SME (Asia-Pac), Global channel team: Feasibility of standard Franchise Business Model for CODO and DODO retail networks<ul style="list-style-type: none"><li>Awards: Special Recognition Award   <b>Rated as "LC" potential by management</b> (Top 1% staff in Asia- Downstream)</li></ul></li></ul>	May '14 – Sept '15
<b>Lubricants Brand Manager</b>	Oct '12 – April '14
<ul style="list-style-type: none"><li>Implemented a Niche Export Segment focused Product Launch strategy for Gas to Liquids (GTL) Transformer Oil; Secured new OEM business of 2.5mn ltrs by leveraging on High Seas Sales Supply Chain</li><li>Led 7-member cross-functional team for Grease SKU margin tree cost reduction project; achieved cost savings of US\$ 120K by developing alternate contract manufacturer and optimizing SKU packaging</li><li>Deployed fiscal year product plans to grow margins of Industrial Lubricants in key accounts in Metals &amp; Power sector</li></ul>	
<b>B2B Key Account Manager (Graduate Development Program)</b>	Jun '11 – Sept '12
<ul style="list-style-type: none"><li>Managed 18 Tier 1 &amp; Tier 2 auto components, agriculture &amp; general manufacturing clients (US\$ 3mn revenue); Increased revenue from 3 Global key accounts by 45% through a shift in portfolio mix (60% upselling) and higher client business share</li></ul>	
<b>LOUIS DREYFUS COMMODITIES</b> , Bangalore, India <b>Coffee Origination Intern</b> ; <i>French conglomerate involved in origination, processing and trading of agricultural commodities</i>	Apr '11 – May '11
<ul style="list-style-type: none"><li>Analyzed first mile losses in sourcing from farm to gate; Implemented hub &amp; spoke model for Robusta Coffee</li></ul>	
<b>TELECOMMUNICATION CONSULTANTS INDIA LTD</b> , Dar Es Salaam, Tanzania <b>Engineer, Pan African E Network</b> ; <i>Prime Engineering and Consultancy firm, wholly owned Government of India enterprise</i>	July '08 – Jun '09
<ul style="list-style-type: none"><li>Liaison with Ministry of CST, Tanzania, University of DSM &amp; other nodal agencies for signing of MOU for Pan African E Network Project; Commissioned tele education and tele medicine projects within 5 months</li></ul>	

### ADDITIONAL

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- Software Skills**: Tableau, ARENA (Simulation Modeling), SAP ERP, Bloomberg, Merger Markets, MS Office
- Volunteer**: HelpAge India, Carried out Social Audit of National Old Age Pension Scheme in Delhi
- Currently an Indian Citizen and Canada Permanent Resident