

Professional Summary

Results-driven Senior Executive with 15+ years of experience in the Food & Beverages sector, driving business growth, innovation, and operational excellence. Proven track record of successfully leading cross-functional teams and expanding market presence in competitive regions.

Professional Experience

Regional Director - North Eastern India

Inazuma.co | January 2020 - Present

Senior Manager - Product Development

Nestle India Ltd. | June 2015 - December 2019

Key Achievements:

- Developed and launched 3 new product lines, resulting in a 25% increase in regional sales.
- Improved product development cycle time by 30% through process optimization.

Responsibilities:

- Led a team of product developers and food technologists.
- Collaborated with marketing and sales teams for product positioning.

Product Manager - Beverages

Hindustan Unilever Limited | March 2010 - May 2015

Key Achievements:

- Successfully managed the re-launch of a flagship beverage brand, achieving a 40% market share within the first year.
- Reduced production costs by 15% through supply chain optimization.

Responsibilities:

- Managed product life cycle from conception to launch.
- Analyzed market trends and consumer insights for product development.

Assistant Manager - Quality Assurance

Britannia Industries Ltd. | August 2007 - February 2010

Key Achievements:

- Implemented a quality control system, reducing product defects by 20%.
- Ensured 100% compliance with food safety regulations.

Responsibilities:

- Conducted regular audits and inspections.
- Trained production staff on quality control procedures.

Education

MBA - Food & Agribusiness Management

Indian Institute of Management (IIM) - Ahmedabad | 2007

Technical Skills

Business & Management:

- Strategic Planning
- Team Management
- Market Analysis
- Operational Efficiency

Food & Beverages Sector:

- Product Development
- Quality Assurance
- Supply Chain Management
- Food Safety Regulations

Software & Tools:

- ERP Systems (SAP)
- Microsoft Office Suite
- Data Analysis Tools (Excel, Tableau)