



TANMOY GHOSHAL

Business Strategy, Operations

PGDM, B. Tech- DT

Male, 33

Area of Work-interest

My primary interest lies in working for operations, sourcing, S&Op planning, project roles with strategically improving market serviceability, business growth.

Professional Domains

- i) Demand & Supply Planning
- ii) S&OP Coordination
- iii) Project implementation
- iv) Supply Chain Digitisation
- v) Management Office Roles
- vi) Business Analytics, MIS
- vii) Procurement
- viii) Operations
- ix) Business Development
- x) Business Financing

Management Skills

- o Strategic Planning
- o Digitisation Project implement
- o Budgeting, PnL, Costing
- o Vendor, business relationship
- o Training & Development

Technical skills

- o Business Analytics
- Advanced Excel, Power BI
- o Data Management
- SAP ERP, R, MDM
- o Cloud Services
- SaaS

Personal Info

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in <https://www.linkedin.com/in/tanmoyghoshal/>

🏠 Home state: West Bengal, IN

📍 Current Location:
Bhubaneswar, Odisha

A diverse sectoral expertise professional with 7 years in Food & Dairy Sector and 2 year in financing, aims to bring multi-functional expertise in a new role.

Education

- Post-Graduate Diploma in Management (PGDM)/ Rural Management Institute of Rural Management Anand (IRMA), Gujarat
Score: 2.796/4.333 (70.37%)
Batch of 2018-2020
- Bachelor of Technology (B. Tech) / Dairy Technology
West Bengal University of Animal & Fishery Sciences, Kolkata
Score: 7.5/10 (75%)
Batch of 2009-2013

Organisations

- Total Experience: 9 Years* | Organisations: 3
- Current: ICICI Bank Ltd.----- 2 Years (Sep-22 to present)
- Previous : Milk Mantra Dairy --- 2 Years & 2 months (Jun-20 to Aug-22)
- Earlier: Dudhsagar Dairy (Mehsana Milk Union, GCMMF- Amul)
Duration: 4 years & 10 months (Sep-2013 to July-2018)

Professional Experience

- **ICICI Bank, Odisha, IN** **2 Years**
- **Chief Manager (SMEAG Business- Relationship),** Sep-22 to Present
 - Responsible to acquire new, high quality SME agribusiness customers.
 - Banking compliances, need fulfilment of existing SMEAG businesses.
- **Milk Mantra Dairy Pvt. Ltd., Bhubaneswar, Odisha, IN** **2 years & 2 months**
- **Manager (Ops & Digitisation),** January-2021 to Aug-22 (1 yr. 7 months)
 - Salesforce platform: Development, implementation of the project, staff level adoption, troubleshooting, analysis of reports to insights for team.
 - Enlisted as supply chain digitisation project lead at the organisation level.
 - Led implementation of 4 digitisation project: Sales force automation (SFA), vehicle tracking system, PoS IoT platform, GIS platform.
 - Spearheaded 5 process improvement projects: Direct Farmer Payment, Blockchain integration, Consumer promotion, market geofencing.
 - MD office Roles: Worked in multiple strategic projects simultaneously Developed control reports, dashboards, metrics monitoring for procurement, Sales & demand plan, S&OP for operational decisions.
 - S&Op Coordinator: Demand forecast, scheduling, supply plan, review.
- **Management Trainee,** Jun-2020 to Dec-2020 (7 months)
 - Handled portfolio of production operations planning (including materials & resources), preparation of master production schedule.
 - Managed external raw milk sourcing with quality & cost effectiveness.
- **Dudhsagar Dairy (Mehsana Dist Coop. Milk Producers Union Ltd.) Mehiana, Gujarat, IN** **4 Years & 10 months**
- **Junior Executive,** Sep-2013 to Jun-2018
 - Served as production shift officer at milk plants of capacity 2.4-25 LLPD.
 - Part of commissioning technical team for milk plant project of handling capacity 2.4 LLPD & was involved in process flow design, ops training.
 - Administered 2.4 LLPD (Lakh litres per day) milk plant's production process, resources; monitored plant MIS, ISO-FSMS, QMS compliances.
 - Supervised multiple operations projects- milk procurement timeline strategies, production loss prevention, water consumption, QA int audit.
 - Managed supply planning of bulk milk to long routes- (Gujarat to Delhi).

Internship

National Dairy Development Board
Jun-2019 - Jul-2019

National Survey of 86 dairy cooperative organisations to identify new products needs.

Languages Known

Read	Write	Speak	
<div></div>	<div></div>	<div></div>	Bengali, English
<div></div>	<div></div>	<div></div>	Hindi
<div></div>	<div></div>	<div></div>	Gujarati, Odia