

Amol Kothawade

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PROFILE HIGHLIGHTS

Skills: strategy formulation and execution, drive for business success, stakeholder management, ethical leadership, business review, change management, adaptability, project delivery, attention to details, result-oriented approach, strategic thinking, decision-making, financial acumen

- Extensive global experience of **~14 years** across various sectors, organizational functions, and divisions.
- Delivered **strategy design, business transformation and P&L management** assignments across various industries, such as manufacturing, automotive, retail & consumer, oil & gas, utilities, healthcare, IT, hospitality, apparel, footwear, aviation, etc.
- Proven expertise in **consulting CXOs, managing teams, and delivering top-line and/or bottom-line impact**.
- Displayed intercultural competence while traveling/working across 20+ states in India and 35+ countries.

WORK EXPERIENCE

Management Consulting (2014-15, 2017–till date)	<ul style="list-style-type: none">▪ Currently employed as an Associate Director with Strategy& (PwC) since January 2023.▪ Held business consulting roles, such as Principal at Infosys Consulting (Feb 2021–Jan 2023), Project Leader at Renoir Consulting (June 2017–Aug 2020), Business Controller at Eurofins Scientific (Aug 2020–Jan 2021), and Senior Consultant at Protiviti Consulting, UAE (May 2014–Aug 2015).▪ End-to-end responsibility for managing consulting projects and delivering assured benefits to the CxOs.▪ Led various business development proposals, firm-building activities, and thought leadership initiatives.
Entrepreneurship (2015–17)	<ul style="list-style-type: none">▪ Co-founded & managed a wedding planning marketplace platform as its CEO (Sept 2015–May 2017)▪ Enrolled 650+ vendor partners across 7 hospitality service categories, such as venues, makeup artists, etc.▪ Established an efficient business model, managed P&L, and expanded to 5 cities with minimal investments.
Engineering (2008–12)	<ul style="list-style-type: none">▪ Worked in subsea engineering roles for midstream O&G EPCI companies, such as Allseas Engineering BV, the Netherlands (Nov 2008–Apr 2011), McDermott International Inc., Dubai (May 2011–Jun 2012).▪ Reduced stinger turns from 29 to 2, reducing downtime by 6% on Solitaire, the world's largest pipelay vessel.▪ Functioned as an asst. field engineer on the Nordstream project in the Baltic Sea, a project worth €7.4 bn.▪ Coordinated 12 bids/RFPs worth \$5 billion spanning Australia, Asia Pacific, the Middle East, and Baku.

SELECT PROJECTS

Business Strategy & Planning	<ul style="list-style-type: none">▪ Led the development of an implementable balanced scorecard for a steel manufacturing company, ensuring alignment between vision, mission, objectives, KPIs, and appraisals; Identified over 200 cross-functional strategic initiatives to drive financial performance in revenue growth, operating profit margin, and cash flow management; Developed performance evaluation scorecards for CXOs and department heads.▪ Led the creation of a 5-year strategic roadmap for a thread manufacturing client, aiming to double revenue and increase EBIT% from 13% to 17%; Identified actionable sales acceleration, cost optimization, and digital initiatives to drive sales in the client's primary business vertical.▪ Evaluated M&A opportunities in line with the corporate strategy for a healthcare and environment testing company; reviewed financial statements; and modified annual budgets for its subsidiaries.▪ Enhanced the 5-year strategic business plan for a UAE-based oil and gas client; established KPIs and SMART initiatives; instituted performance monitoring processes aligned with the strategy map and SLAs.▪ Developed a post-merger IT integration roadmap as part of the digital transformation journey for a UK-based power company. The roadmap consisted of costs, timelines, and resource requirements for combining the application landscape of the acquired company and the client company.▪ Revised go-to-market strategy for a fertilizer manufacturer, reviewed its financials, assessed customers, and developed a financial model for expected revenue and expenses targeting profitable growth.▪ Reviewed and recommended amendments to the corporate governance model and board committees for one of the largest international aviation companies for its proposed post-merger global board structure.
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Sales & Marketing Transformation	<ul style="list-style-type: none"> Developed a B2B acceleration program for the corporate gifting division of a home furnishing client; Identified use cases for revenue growth and prepared a strategic roadmap to grow revenue by 5x in 3 years; Set up JBPs with dealers to cover regional expansion; Revamped the sales organization to segregate R&R and align the targets between BPs and salespersons; Delivered 2x revenue within the evaluation period. Led sales transformation for a pet food manufacturing client, increasing sales volumes by 15% by redesigning marketing and growth strategy; conducted competitor assessment; standardized sales practices; and established the S&OP process; Expanded the dealer-distributor network from 4 to 8 states. Accelerated general trade (GT) sales volumes by 8% for a global footwear brand; enhanced in-store experience by translating consumer preferences into actionable insights focusing on growth in-store footfall and customer engagement; Set up a data-driven mechanism to select the right set of assortments and styles. Conducted revenue optimization for fashion retail apparel brands; Measured potential revenue loss due to size unavailability issue (~11%) across major levers viz. planning, ordering, receipts, regional allocations, store allocations, replenishments; Recommended changes in forecasting and planning processes. Managed profit and loss (P&L) for a yarn manufacturer, implementing strategic initiatives to optimize revenue streams, establish the S&OP process, & monitor expenses. Established key account management practices for existing clients and prioritized new, lost customers, resulting in 22% y-o-y sales volume growth.
Operations Excellence & Cost Reduction	<ul style="list-style-type: none"> Led a team of 10 as a part of a change management assignment to improve and standardize operations practices for an automotive client, resulting in a productivity improvement of 8%. Achieved OEE and improved supply planning using capacity management and production scheduling practices. Led a process benchmarking project with a Saudi Arabian O&G client, benchmarking processes to industry standards and aligning to organizational objectives through cross-functional collaboration. Performed procurement transformation and fraud investigations for a UAE-based healthcare client; Restructured the department with amendments to reporting lines, roles, and responsibilities; Analyzed category-wise spend and established vendor performance reviews to prevent potential conflicts of interest.
Digital Transformation	<ul style="list-style-type: none"> Managed the integration of key applications across production, maintenance, inspection, and asset lifecycle management for a UK-based oil and gas company's digital transformation, resulting in a reduction of 400 manhours per week. Managed business and tech teams for requirements and tech architecture. Managed IT procurement for a Philippines-based oil & gas client, identifying vendors, conducting techno-commercial comparisons, negotiating terms, & overseeing project implementation to ensure timely delivery. Incorporated an Excel-based supply chain planning tool satisfying all the constraints, including 8000+ SKUs, 100+ assortments, and 200+ vendors, reducing inventory by 22% for a footwear client; Established a data-driven decision-making culture; Facilitated digital transformation to convert the tool into an app.
ACADEMIC QUALIFICATIONS	
IIM Calcutta	PGDM (Equivalent of 2-year full time MBA) (2012-14) <ul style="list-style-type: none"> IIM Calcutta is the first and only Indian school with a triple crown, ranked 14th globally as per the FT ranking.
CEMS, France	MIM (Masters in international management) (2013-14) <ul style="list-style-type: none"> Among eighteen students (out of 462) selected from IIM Calcutta for its first CEMS MIM batch
University of Pune	BTech (Bachelor of Mechanical Engineering) (2004-08)
SKILLS, CERTIFICATIONS AND OTHER DETAILS	
Skills	<ul style="list-style-type: none"> Language Skills: English (IELTS Band 8), Marathi (Native), Hindi (Native), French (Basic) Computer Skills: Proficiency in MS Office programs such as Word, Excel, PowerPoint; working knowledge of data analytics tools such as the visualization tool Tableau
Thought Leadership	<ul style="list-style-type: none"> Co-authored the thought leadership report 'India Phygital Report 2024' assessing the omnichannel maturity of brands in the Apparel & Accessories, Beauty & Personal Care, Jewellery, and Home Furnishing categories. Conducted annual skill seminars for CEMS students at IIM Calcutta on diverse topics such as change management (2017), business consulting (2018), business negotiations in mergers and acquisitions (2019), growth strategy (2021), branding (2024), and a workshop for JK Group's Immersion program (2024).
Other Details	<ul style="list-style-type: none"> Former President of the <i>oikos</i> International Sustainability Community Certified with the Lean Six Sigma Black Belt, SAFE Scrum Master Hobbies and Interests: Running, Traveling, Mountaineering, Stock Trading, Reading