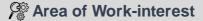


## TANMOY GHOSHAL

Business Strategy, Operations

PGDM, B. Tech- DT Male, 33



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

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

## **Technical** skills

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

#### Personal Info

- \$\sum\_{\cupsers}\$ +91-7874067768
- <u>★ tghoshal12@gmail.com</u>
- in <a href="https://www.linkedin.com/in/tanmoyghoshal/">https://www.linkedin.com/in/tanmoyghoshal/</a>
- 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

Batch of 2009-2013

 Bachelor of Technology (B. Tech) / Dairy Technology
West Bengal University of Animal & Fishery Sciences, Kolkata Score: 7.5/10 (75%)

#### Organisations

Total Experience: 9 Years

1 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., 2 years & 2 months Bhubaneswar, Odisha, IN

- 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.) Mehsana, 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.

