



ACADEMIC QUALIFICATIONS

Examination	Year	Board/University	%/CGPA
MBA	2010	ABC	8.0/9.0
B.Tech (ABC)	2008	N. ABC	9.98/10
CLASS XII	2003	ABC	33.60
CLASS X	2001	ABC	94.50

WORK EXPERIENCE

Sales & Strategy ABC -Up Oct’14 – Feb’15

- ABC
- Ideated product design of Stewot- app for restaurants end-to-end operations management
  - Developed database of 300+ restaurants for sales through cold calling and demonstrations

ABC Manager ABC July’08-May’12

- Process In-charge
- **Process In-charge** for Rodding plant with 23.pa. Carbon anode production capacity
  - Certified **Lean Six sigma Black belt**
- Lean 6-sigma Project
- Team member in applying **DMAIC** methodology for Quality parameter Improvement project
  - Identified Pareto parameters through Data collection and statistical analysis using Minitab
  - Annual savings of INR **9 million** ; Accredited with Best project in

INTERNSHIP

ABC (Intern) ABC April’13 – June’13

- Business development
- Identified market for Home appliances and food preservation in households and small businesses; Facilitated partnerships with **Enviro -fit** stoves and **Solar lighting devices** for **distribution**
  - Analysis of CSC’s performance through data collection on business performance metrics
  - Introduced **Buy-back policy** in supply agreement; ensured profitable business model for CSC
- Trainings
- Visited 70 CSC’s situated in and around 45 villages spread across 3 districts of Orissa
  - Conducted Trainings on Leadership and Communication for BDEs across Gajapati district

ACADEMIC DISTINCTIONS AND CO-CURRICULAR ACHIEVEMENTS

- Distinctions
- First place in ABC meet of 2000 students from 12 NIT’s
  - **Bagged 1<sup>st</sup> place** in Inter-school General Quiz competitions held in Warangal in the year ‘99

PROJECTS

- Project
- Studying Supply Chain management at **Onergy**-Rural solar lighting enterprise and suggesting Improvements
- Deliverables
- Analyse supply chain of Bank financed and self financed Solar needs of Rural markets
  - Establish best practices for Inventory management and demand planning at ABC centers
- Suggestions
- Prepared **zero cost integrated** IT framework; Formulated forecast of bank financing products
  - Recommended **Continuous inventory policy**; Standardized end to end purchase & sales
  - Vendor – distributor power dynamics with size and demand generation in marketplace

- Key Learnings**
- Fast moving SKU’S are characterized by bank financing and Insurance coverages

**POSITIONS OF RESPONSIBILITY**

- |                                    |   |
|------------------------------------|---|
| <b>Lean 6 Sigma Trainer, Balco</b> | <ul style="list-style-type: none"><li>• Trained 30 process associates from 3 SBU’S on Lean 6 sigma methodology and applications</li><li>• Introduced <b>Mentor Mentee</b> programme for trainees ; evaluation methods to track progress</li></ul> |
| <b>Motivation Trainer, Basix</b>   | <ul style="list-style-type: none"><li>• Trained 15 no.BDS employees of Orissa Centers on Communication and Motivation skills</li><li>• Feedback on content and <b>effectiveness</b> of trainer collected from BDS rated at <b>4.5/5</b></li></ul> |

**EXTRA CURRICULAR ACHIEVEMENTS**

- |                        |   |
|------------------------|---|
| <b>ABC Choreo club</b> | <ul style="list-style-type: none"><li>• <b>1<sup>st</sup> Runners-Up</b> out of 9 teams competed at <b>Carpedium’14</b> cultural fest.</li><li>• Choreographed and performed in ABC with footfall over 500+</li></ul> |
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