

ABC. ERR

Mob- 576857687



ACADEMIC QUALIFICATIONS	Year	Board/University	%/CGPA
Examination			
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
May'12

ABC**July'08-**

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)
June'13

ABC**April'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
- First place in ABC meet of 2000 students from 12 NIT's
- **Bagged 1stplace** in Inter-school General Quiz competitions held in Warangal in the year '99

ACADEMIC
DISTINCTIONS
AND CO-CURRICULAR
ACHIEVEMENTS

Distinctions**PROJECTS****Project****Deliverables**

- Studying Supply Chain management at **Onergy**-Rural solar lighting enterprise and suggesting Improvements

- Analyse supply chain of Bank financed and self financed Solar needs of Rural markets

ABC
ABC

	<ul style="list-style-type: none"> Establish best practices for Inventory management and demand planning at ABC centers
Suggestions	<ul style="list-style-type: none"> Prepared zero cost integrated IT framework; Formulated forecast of bank financing products
Key Learnings	<ul style="list-style-type: none"> Recommended Continuous inventory policy; Standardized end to end purchase & sales Vendor – distributor power dynamics with size and demand generation in marketplace Fast moving SKU'S are characterized by bank financing and Insurance coverages Trained 30 process associates from 3 SBU'S on Lean 6 sigma methodology and applications Introduced Mentor Mentee programme for trainees ; evaluation methods to track progress
POSITIONS OF RESPONSIBILITY	
Lean 6 Sigma Trainer, Balco	
Motivation Trainer, Basix	<ul style="list-style-type: none"> Trained 15 no.BDS employees of Orissa Centers on Communication and Motivation skills Feedback on content and effectiveness of trainer collected from BDS rated at 4.5/5
EXTRA CURRICULAR ACHIEVEMENTS	
ABC Choreo club	<ul style="list-style-type: none"> 1st Runners-Up out of 9 teams competed at Carpedium'14 cultural fest. Choreographed and performed in ABC with footfall over 500+