

Pragya Thakur

Team Lead

Summary- Experienced in leading teams, formulating creative solutions to problems, and managing multiple projects simultaneously. Possess strong problem-solving, ownership, and communication skills. Proven track record of developing and managing key accounts, driving growth, and exceeding sales targets. Expertise in building strong relationships with clients, understanding their needs, and providing them with solutions that meet those needs.



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6260646511



Pune, India



WORK EXPERIENCE

Team Lead

Elastic Run

04/2023 - 10/2023

Pune, India

Achievements/Tasks

- Lead and supervised the supply chain & procurement team, providing guidance, support, and mentoring to team members. Allocate tasks, set performance targets, conduct performance evaluations, and foster a positive and collaborative work environment.
- Spearheaded the management of 20+ key accounts, resulting in a 15% increase in annual revenue.
- Empowered Distribution in Modern Trade and General trade for all brands by implementing tools, onboarding new vendors, and engaging key stakeholders.
- Worked closely with Planning teams to forecast demand and aligned supply chain operations accordingly. Anticipated potential fluctuations in demand and plan for seasonal or market changes

Brand Operations Manager

Elastic Run

01/2022 - 03/2023

Pune, India

Achievements/Tasks

- Handled PAN India Procurement/ Supply chain for the entire Confectionary & Snacks category consisting of 20+ brands like (Nestle, Mondelez, Nabati, Everest, Suhana, Waiwai, Sloopy, Crax, Pillsbury, Goldiee) with 95% target achievement rate in weekly procurement cycle.
- Liaise with external vendors, agencies, and freelancers to coordinate brand-related projects and ensure timely and high-quality deliverables.
- Evaluated supplier performance based on key metrics- Lead times, Fill rate at SKU level and delivery date accuracy, ensuring a reliable supply chain

Sales Trainee

Colive advisory pvt ltd

04/2021 - 11/2022

Pune, India

Achievements/Tasks

- Actively prospect and identify potential clients through various channels, such as cold calling, referrals, networking events, and online platforms.

EDUCATION

MBA

Doon Business School

07/2020 - 06/2022

Dehradun, India

B.E.

Takshshila Institute of Engineering & Technology

06/2012 - 05/2016

Jabalpur, India

SKILLS

Supply Chain Management

Team Leadership

Vendor Management

Problem-Solving

Cross-Functional Collaboration

Process Optimization

Demand Planning

Time Management

Inventory Management

Category Management

ACHIEVEMENTS

Successfully optimizing the supplier base, leading to improved supplier performance, reduced lead times, and increased reliability in the supply chain.

Spearheaded category management strategies that resulted in a 95% increase in category revenue within 2 months.

Secured 20+ new key accounts through effective prospecting and relationship building.

LANGUAGES

English

Full Professional Proficiency

Hindi

Full Professional Proficiency

INTERESTS

Cooking

Travel and Cultural Exploration

Cross-Functional Collaboration

Networking