

RASHMI AGARWAL

EDUCATION

Indian School of Business (ISB)

April 2018 to April 2019

Post-Graduate Programme in Management (Operations and Strategy)

- **Alumni Relations Coordinator** for ManOps Club: **Rated 1/15** professional club based on alum connect and skill building initiatives
- MKSSS's Cummins College of Engineering for Women (CCOEW) Pune**

August 2009- May 2013

Bachelor of Engineering – Instrumentation & Control

- **2011 Pune University topper** in Instrumentation and Control engineering discipline **across 6 colleges (400+ students)**
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PROFESSIONAL EXPERIENCE

S.H. Kelkar and Company Limited | B2B Flavors and Fragrance Industry | Supply Chain Manager

September 2019-Present

Implemented category wise demand planning and inventory optimization strategy for 1200 Cr B2B supply chain

Demand Planning

- Achieved **20% reduction in physical inventory** for externally sourced ~1400 raw materials (from 107Cr to 85Cr)
 - Optimized ERP procurement parameters for raw materials basis current business scenario to **reduce safety stock by 70%**
 - Spearheaded the inclusion of **monthly sales forecast for New Product Introductions** (~50/month) in raw material planning
 - Implemented a **Procurement Dashboard** to monitor inventory status against norms for inhouse/external materials with **10+ buyers**
- Single-handedly realized **35% time reduction** in resolving shortages across **5 plants (Flavors and Fragrance business)** by creating a last mile material tracking dashboard to increase accountability and collaboration **among 50+ plant personnel**.
- Established the monthly Sales & Operations Review mechanism with The CXO Team to analyze supply chain performance against target

Crisis & Change Management

- **Implemented Scenario Planning** to recalibrate near-term demand across key categories during COVID-19 situation and plan recovery
 - Calculated **category-wise %correction factors** to represent monthly evolving demand patterns; analysed category-wise sale trend during demonetization crisis to plan for raw materials
 - Collaborated with buyers to increase order quantities for ~150 external, fast-moving category-sensitive raw materials by 50%
 - Exceeded monthly production target by 55% to achieve 60% Q1 targeted budget for Fragrance business
- Spearheading the design of **Supply-Chain Control Tower** to create centralized information hub for real-time supply chain visibility

Operations Excellence

- Conducted a **Product De-Listing Drive** with Marketing and Sales Heads to identify and liquidate **~500 fragrances (3.5Cr, 90Tons)**
- Increased Production OTIF (On Time in Full) from **30% to 81% in 3months** by increasing material traceability through ERP system

Eaton Technologies Pvt. Ltd. | B2B Manufacturing | Aerospace Test Engineer | Program Management

July 2013-April 2018

Accelerated Growth: Only campus hire in the batch (1/90) to be promoted within 2.5years (typically 3.5+years)

Spearheaded strategic program management to deliver aerospace engine solutions worth USD400 million on Airbus, COMAC platforms; Youngest test engineer to independently lead automated test equipment integration activities onsite (Michigan, USA) for Boeing platform

Strategy & Project Management

- Managed technical design and launch milestones on a **USD365 million** program to power Rolls-Royce engine for Airbus aircraft
 - Partnered with customer and **9 cross-functional teams** (30 resources) across **3 continents** for project planning and risk mitigation
 - **Averted penalties** of **USD180 million** (USD3 million/day) by devising an outsourcing supply-chain strategy to manage bottlenecks
 - Recognized for **Customer Centricity** by GM, Business Unit for self-directed focus to deliver optimal customer experience
- Operationalized business wins worth **USD2 million** in **proposals** for Eaton's Ducting and Sealing product line
 - Conducted feasibility analysis, resource planning, baseline effort forecasting and risk mitigation across 4 cross-functional teams

Leadership & Stakeholder Management

- **Re-established Eaton's capabilities** to test fuel-inerting products in European markets for Embraer platform
 - Captained robust design development and collaborated with global statutory authorities to obtain **CE Certification** of test equipment
 - Recognized for going **Above and Beyond** by owning complex execution under **aggressive timelines** (4 months vs 7-9 months)
- Spearheaded change initiatives across **400 colleagues** to improve employee engagement metric from **53% to 68% in 11months**
- Organized a **one of its kind** knowledge sharing workshop with **National Instruments** for **70+ employees** on advanced data acquisition

Execution Excellence

- **Improved** program managers' **customer responsiveness** on a new product development program proposal **by 33%** (18 to 12days)
 - Analyzed historical trends to build a multivariate model (15+ parameters) for estimating non-recurring cost across **7 aerospace sites**
 - Implemented **Lean** methodology to achieve **20% cycle time reduction** (7 to 5.5months) in delivering a scalable test equipment
 - **Youngest** certified Lead Auditor (10/400 employees) to ensure design compliance to aerospace compatible **ISO9001** industry standard
 - Trained **100+ employees** and audited **50+ programs** to identify critical process gaps in quality execution, and change management
 - Completed **Six-Sigma Green Belt Certification**; Collected real time field data to build model-based control system
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OTHER ACHIEVEMENTS & PERSONAL INTERESTS

- Completed certification in **Operations Analytics** from University of Pennsylvania
- Passionate about Zentangle Art and connected with 500+ followers across the globe on Instagram
- Hosted the 2013 Pune Chapter of SAE India's **A World in Motion** event in collaboration with **John Deere, Cummins Inc.**
- Partnered with **Karishma Care Foundation** to facilitate Eaton's participation (**500+ employees**) in #RunforRural Marathon
- Recognized as the vanguard of Eaton Brand at **Society of Women Engineers (SWE)** Conference, Pune