

# Prakash Maharaj B.Tech, PMP®, LSSGB®, CSM® Analytics®

Military Veteran (Indian Navy) Gurgaon

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## HEADLINE

PROJECTS | OPERATIONS | SUPPLY CHAIN | LOGISTICS | FACILITY | MAINTENANCE | ELECTRICAL & ELECTRONICS

## SUMMARY

Change catalyst driving organizational transformation & cultivator of strategic alliances with expertise of **20+** years in the **Indian Navy**, spearheading Projects, Operations, Supply Chain, Logistics, Facility and leading key functional domains mainly Project Life Cycle, Operations, Data Analytics, Contract Lifecycle, Procurement, Material Management, Inspections, O&M etc in challenging VUCA environments. **Currently at Reliance Jio Mart as DGM (Project Management-PAN India).**

## SOFT SKILLS

LEADERSHIP | COMMUNICATION & INTERPERSONAL SKILLS | PEOPLE & PROCESS MANAGEMENT | COLLABORATION | STRATEGIC PLANNING | STAKEHOLDER MANAGEMENT | NEGOTIATION | AGILITY | VENDOR MANAGEMENT | INNOVATIVE | RISK RESILIENCE & MITIGATION | CROSS-FUNCTIONAL COLLABORATION | CONFLICT MANAGEMENT & RESOLUTION | QUANTITATIVE & ANALYTICAL SKILLS |

## EXPERIENCE

**Reliance Retail Pvt Ltd**

**May 2022 –**

### **DGM - Project Management (Jio Mart - B2B)**

- Developed **100+** business potential of new market, worked out FC throughput & storage needs in **<1yr.**
- Worked with Design team of **10+** to map operational requirements for new FCs.
- Co-ordinated with Team 'Jio' to facilitate operational connectivity of **~100** sites & saved **~60K USD OPEX.**
- Expedited Power Augmentation at **>90** sites thereby saving **~50K USD OPEX** in **~7 months.**
- Formulated power utilization strategies for **90+** FCs, meeting technical standards while minimizing OPEX.
- Collaborated with EPC, IT, SLP, PMO, Ops team, merchandizing team for launch of **100+ sites in <1yr.**

**Indian Navy**

**Jan 2000 – Jul 2020**

### **Director – Projects**

#### **Summary of Role:**

Directed team of **250**, streamlined and delivered **~185** projects under **CAPEX** budget worth **USD ~850M**, conceived **2 multi-million** strategic projects encompassing **30000+** stakeholders, administrated operational availability of technical assets whilst overseeing advance fleet of **100+** ships & submarines, enforced stringent performance measures to mitigate defects & recurrence of failure by **75%+**, collaborated with industry experts and inducted latest equipment & imparted training to uplift performance standards **PAN Navy** eliminating manual intervention by **~80%** & boosting efficiency **~90%**.

#### **Achievements:**

- Conceived and formulated Project roadmap for highly advanced & strategic organization encompassing **multi-billion** strategic assets, covering an area of **~732 acres** land & **30000+** footfalls, for **USD ~1150M.**
- Accomplished concurrent **~185** Technical Infra Projects towards modernization of Indian Navy, its associated manpower, services & security for **USD ~850M (CAPEX route).**
- Released savings worth **multimillion**, initiated resource deployment, material planning & tracking to save **30%** of usual ship refit timeframe.
- Championed analysis, interaction with industry experts, and customized equipment to strengthen automated procedures & reduce manual intervention by **80%+** for critical operations.
- Outperformed refit of strategic platform in foreign port, integrated vital negotiations with **Foreign Navy** including domain experts, rationalized **10K+** spares, identified redundant equipment & saved **USD ~50K.**
- Monitored spare procurement worth **USD ~2M**, actualized backup, released **25%** refit timelines, sustained operational commitment within **6 months**, and enabled early deployment of critical assets.

## General Manager – Operations & Projects

### Summary of Role:

Commanded operations for premier Warship with a team of **100+**, promoted operational readiness for **300+** critical mission equipment onboard, simplified operating models, drove growth, and deployed verticals and cross-functional teams to ensure **30%** efficiency trajectory, controlled operational budget & logistics worth **USD ~2M**.

### Achievements:

- Pioneered 'mission' sensitive operation in the **history of Indian Navy** with a team of **250** personnel, operating 24x7 for **45** days in VUCA environments and reduced equipment downtime by **~40%**.
- Developed a comprehensive security blueprint for a **732-acre** military base including perimeter fencing, access control, CCTV, anti-vehicle barriers, blast mitigation, emergency response plans, for **USD ~100M**.
- Safeguarded **USD ~2000M** worth maritime assets through seamless planning and Operation cum Maintenance Cycle including undertaking Planned and Preventive Maintenance, & SOPs.
- Eliminated **~80%** manual intervention, boosted efficiency and reliability **~90%** through induction of new online monitoring system onboard **100+** ships and submarines.
- Engaged, trained and cross-trained **100+** for **HADR** operations including **3** highly critical operations to acclimatize for the most strategic and rigorous amphibious exercise amongst the **Tri-Services**.
- Uplifted morale and satisfaction of **30+** by inducting new process into the promotion procedures, identified inefficiencies, resolved procedural hurdles & motivated personnel to perform in new light.
- Developed and transformed workplace of **60+** personnel, established best training practices, augmented simulators worth **USD ~6M**, acquired test equipment facility & test bench to enhance efficiency by **~85%**.

## Senior Manager – Supply Chain

### Summary of Role:

Headed a team of **165+**, authorized procurement of **100+** mission sensitive equipment worth **USD ~600k** including IT assets to ensure operational commitment of **100+** ships & submarines, negotiated and collaborated with Indian & International firms viz. **Northrop Grumman, Raytheon, Consilium, TCS, Wipro, IBM, HP, L&T** etc. for strategic & operational contracts worth **USD ~10M** and ensured seamless logistics replenishment onboard using ERP based system.

### Achievements:

- Capitalized **~110** techno-commercial contract negotiations with OEMs, local firms including public and private enterprises, and achieved **120%** of financial goals including savings worth **USD ~1M**.
- Increased purchase orders by **75%**, order value by colossal **120%**, propelled rate contracts by **30%**, and curtailed system downtime by **70%**.
- Piloted revenue & capital budget planning worth **USD ~25M** for the largest Naval logistics base.
- Orchestrated a nimble and fast-moving inventory through an inventory management program on a digital ERP system costing **USD ~1M** to monitor supply chain over a WAN spanning **~75 units/establishments**.
- Pioneered independent assessment of supply chain management system, advocated control measures to prevent losses and successfully saved enormous **USD ~1M** within a short span of **1** year.

## EDUCATION

**B.Tech (Electricals & Electronics) | University of Kerala |**

## CERTIFICATION

<b>Project Management Professional (PMP) - PMI, USA</b>	
<b>Lean Six Sigma Green Belt (LSSGB)</b>	<b>- KPMG , USA</b>
<b>Certified ScrumMaster (SCM)</b>	<b>- Scrum Alliance, USA</b>
<b>Business Management</b>	<b>- MDI Gurgaon, India</b>
<b>Data Analytics &amp; Visualization</b>	<b>- MSME/Gol, India</b>

## AWARDS

**Chief of the Naval Staff Commendation** for Professional innovation and path-breaking **Operations** |  
**Flag Officer Commanding-in-Chief (ENC) Commendation** for multi-million **Project** planning & execution |

