

# ANKIT BISHT

MALE, 24

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92-A H.L. Parwana Nagar, Pilibhit Bye Pass Road, In front of Jingle Bells School, Bareilly- 243122 (U.P.)

## EDUCATION

Degree	Year	Institute	Score	Remarks
MBA	2014- 2016	IIT Delhi	9.17 CGPA	10 GPA 4 <sup>th</sup> semester
B. Tech (ECE)	2008- 2012	KNIT Sultanpur	74.40%	Among Top5 in Branch
XII (CBSE)	2008	Kendriya Vidyalaya A.F.S. Bareilly	81.80%	
X (CBSE)	2006	Air Force Sec School Bareilly	86.00%	2 <sup>nd</sup> Rank in School

## PROFESSIONAL CERTIFICATIONS

- Iron & Steelmaking Technology** Inhouse Training Program by N.I.S.S.T. (Estd. by **Ministry of Steel, GoI**) **August 2016**
- Supply Chain Management-SCM EXE**, Confederation of Indian Industry **April 2015**
- Lean Six Sigma-Green Belt Certificate**, KPMG **August 2014**
- 2D Drafting-AutoCAD**, CADD Centre **August 2010**

## INTERNSHIP & PROJECTS

<b>Summer Internship – Akzo Nobel India Limited</b>	<b>Domain - Supply Chain Management</b>	<b>May-July 2015</b>
<ul style="list-style-type: none"><li><b>Inventory Management</b> &amp; Implementation of Vendor Owned and Managed Inventory (<b>V.O.M.I.</b>)</li><li><b>Master data correction</b> like stock norms, lead time, lot size, obsolete inventory etc</li><li>Responsible for <b>analyzing gaps</b> in the process starting from demand review and planning to consumption of Raw / Packaging Material</li><li><b>Analyzed SAP data</b> available on Current stock norms, Month End Inventory, ABC, FSN, VED, Month Projection, Weekly plan etc</li><li><b>Proposed Action plan</b> for high lead time through well-defined order cycle and reduce deviation between Physical and Book Inventory</li><li><b>Documented Mutual agreement</b> between Plant Site and Corporate Office for implementation of V.O.M.I. for desired Raw Material</li></ul>		

## WORK EXPERIENCE

<b>JLMT: Jindal Steel &amp; Power Limited</b>	<b>Leadership</b>	<b>July 2016 – present</b>
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### *Roles and Responsibilities:*

- Joined as **Jindal Lead Management trainee** reporting to **Chief Technical Officer** on progress of value adding projects.
- Leading **Marketing research** project to prepare Entry Stage Strategy for **Steel Plates Business Segment**
- Assisting on **Cost Optimization** project for reduction of overall **Variable Cost** for one of the integrated steel production unit.

<b>Systems Engineer: TIL Limited</b>	<b>Domain- Sales and Marketing</b>	<b>September 2012 – June 2014</b>
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### *Roles and Responsibilities:*

- Responsible for **sales of Indigenous Cranes** (Allocated Territory- Defence, Delhi NCR, U.P.- Private & Institutional Customers)
- Handled multiple responsibilities as a **Key Account manager** including tender work for Sales to Government & Institutional Customer
- Extensively travelled to visit potential customers in North India and customer working sites for better technical knowledge of cranes
- Prepared presentations on **Order Booking (OB) & Sales Budget** every quarter and analyzed Competitor product & market scenario
- Authorized for **Technical Negotiations & Price Negotiations** on behalf of M/s TIL Ltd (under Supervision of GM- NR & WR)

### *Achievements:*

- Promoted** to Engineer Sales from Management Trainee within 12 months
- Successfully completed **training on CRM** through Oracle
- Successfully completed **technical training** on 'PIXEF 215' new product launched by M/s TIL Ltd. under blue ocean strategy

## POSITIONS OF RESPONSIBILITY

<b>Admissions Committee</b> DMS, IIT Delhi	Member	- Responsible for <b>Presentations</b> on PowerPoint & Prezi - Managed <b>timeline</b> for activities to be initiated	2015
<b>Tvaran Committee</b> KNIT Sultanpur	Live Event Coordinator	- Managed the publicity of <b>live events</b> for Tvaran'11 at college premise - Responsible for Sound System arrangement at DJ night & other events	2011-2012
<b>Effulgence Committee</b> KNIT Sultanpur	Hospitality Team Member	- Responsible for providing accommodation to other college teams - <b>Implemented rules</b> pertaining to the stay of other college students	2011-2012

## ACHIEVEMENTS & EXTRA CURRICULARS

- National Finalist, 'Panacea-Live Case Study Competition' on Operations, Powered by **Crompton Greaves** 2015
- College Finalists, 'EY Quiz', conducted by **Ernst and Young** 2015
- Campus Finalists, 'Plan O Chain Season 5' **Supply Chain Case Study** 'Nthrall' conducted by **Nestle** 2015
- 1st**, 'Moves of Goldman' - Nimaya 2k15, Finance Case study Competition, **Thapar University** 2015
- 3rd**, 'Tatva'-Business Strategy Live Simulation Challenge, **LBSIM, New Delhi** 2015
- 1st**, Sinergia Marketing Quiz, XQuizzite, **XIM Bhubaneswar** 2015
- National Finalist, 'Kotler's Conundrum-Marketing Conclave' at Insight 2015, IIM Ahmedabad 2015
- Shortlisted for **YES Bank Scholarship** by DMS IIT Delhi for being among TOP 5 in college 2015