



CAREER SUMMARY

Mohit is a consultant in strategy & operations practice of Deloitte Southeast Asia. He has 4.5 years of professional experience and has delivered projects focused on corporate and business unit strategy, customer and marketing strategy, business model transformation, strategic cost management and supply chain management. Mohit has also actively contributed to pursuit support and point of view development across consumer products, automotive, industrial goods, banking and life sciences sectors.

PROFESSIONAL EXPERIENCE

4.5 YEARS

DELOITTE SOUTH EAST ASIA

Kuala Lumpur

Strategy & Operations Consultant

May 2014 – Present

- Representative clients:** Danone, Heineken, Honda, Omron, Mitsui, Hitachi, Kone, Indorama, Petronas, Abbvie, Telkom, RHB
- **Productivity improvement and simplification of processes, people & products, for a mid-size Malaysian bank**
 - Conducted financial analysis, spans & layers analysis, peer benchmarks to identify opportunities and develop a **\$45M** benefit case
 - Executed accelerated breakthrough solution design labs for two opportunities e.g. risk & internal controls, procurement spend
 - **Partnership feasibility analysis and competitor assessment in Asia Pacific region, for a Japanese electronics manufacturer**
 - Prioritized partner candidates and estimated the size of automatic fare collection market in 10 countries. In the subsequent phase conducted a detailed study on key decision makers and influencers in identified target countries
 - **Maturity assessment of 5 shared service hubs in Asia Pacific region, for a global food products company**
 - Conducted comparative study of organization structure, cost recharge keys, performance KPI and recommended improvements
 - **Performance improvement programme, for 40 distributors of a Malaysian beverage company**
 - Developed a playbook and performance scorecard focusing around 3 key themes - business planning, supply chain and finance
 - **Product costing process enhancement and profitability analysis, for Malaysian subsidiary of a global automotive OEM**
 - Identified business pain points and recommended improvements in processes for overhead allocation, product costing, product level P&L reporting and inventory valuation for enabling better managerial decision making
 - **Market research and industry assessment in Southeast Asia region, for a Japanese general trading company**
 - Analyzed competitive landscape and estimated the size of market for B2B services - outsourcing, healthcare and education
 - **Due diligence of fastener company with multi country manufacturing and sales operation, for PE transaction worth \$50M**
 - **Developed business case for a delivery centre catering to technology consulting service in Southeast Asia (Internal project)**

PHILIPS INDIA

Gurgaon - India

Supply Chain Manager - Modern Trade, Internship Role

Aug 2013 – Oct 2013

- **Reviewed supply chain process to deliver measurable profitability improvement for modern trade channel partners**
 - Identified customer pain points, reviewed order to delivery processes, developed a monthly scorecard including KPI's like LTR, OTIF, stock-out etc. Conducted pilot implementation for one month with Wal-Mart Best Price and Metro Cash & Carry

TATA MOTORS LTD.

Uttarakhand - India

New Product Introduction Manager

Aug 2010 – July 2012

- **Program management for new products in small commercial vehicle segment, Tata Ace platform**
 - Led cross functional teams for new products i.e. managed concept evaluation, prototype building, component sourcing, early vendor integration, production and launch. Monitored execution i.e. adherence to review gateways, timeline, budget and quality

EDUCATION

Year	Examination	Institution	Marks Obtained or GPA
2012-14	Master of Business Administration	S.P. Jain Institute Of Management And Research, India	3/4
2012	GMAT	Graduate Management Admission Council	710/800
2006-10	Bachelor in Mechanical Engineering	Thapar University, Punjab – India	95.2%
2006	Class 12 th , Central Board	Hind Zinc School, Rajasthan - India	96.0%
2004	Class 10 th , Central Board	Hind Zinc School, Rajasthan - India	86.8%
Certification in Tata Business Excellence Model, adopted from Malcolm Baldrige Model – acquired in 2011 during role with Tata			

LINKEDIN PROFILE <https://in.linkedin.com/in/mohittiwari>