

Adheer Chauhan

Pricing Engagement Lead - The Dow Chemical Company

Philadelphia, PA - Email me on Indeed: indeed.com/r/Adheer-Chauhan/a79e04e4a187607b

WORK EXPERIENCE

Pricing Engagement Lead

The Dow Chemical Company - Philadelphia, PA - March 2011 to Present

Managed Transactional Pricing Assessment projects within the organization to improve pricing execution, strategy and profitability through the use of qualitative and quantitative analyses

- Developed statistical pricing analyses to identify areas of price and margin leakage within a business
- Created high level business metrics and key performance indicators for business leaders to evaluate the health of their business segments
- Partnered with commercial and finance teams within the businesses to drive changes in pricing practices and implement price increases on products to capture maximum value
- Collaborated with global business teams to craft sustainable solutions to maintain ongoing pricing discipline
- Conducted research on pricing best practices and advised business leaders on policies to enable maximum profit
- Transactional Pricing Assessment project with the Construction Chemicals business yielded \$6.5 million dollars in annualized benefit

Pricing Analyst

The Dow Chemical Company - Philadelphia, PA - January 2010 to March 2011

Conducted statistical analysis on pricing data to identify leakages in pricing practices within the businesses of the organization

- Analyzed P&L statements and cost to serve elements to identify areas of cost leakage
- Ran profitability analyses for the product lines and advised business leaders on rationalizing poor performing products
- Analyzed large datasets of price and margin trends looking for uncommon patterns and outliers using mathematical calculations
- Authored computer scripts and macros to universalize tools enabling colleagues to utilize them and apply results to pricing practices
- Developed a process to track and present the benefits realized through the improvements made in pricing policies

iPhone Application Developer

The Dow Chemical Company - Philadelphia, PA - October 2009 to December 2010

Designed and engineered an application to make paint solutions available to customers using Apple's App store

- Engineered application taking into account memory storage, battery power and limited processing speed
- Utilized Apple's development tools and Cocoa Touch framework to model the iPhone application
- Analyzed application performance using a tracing and profiling application called Instruments and the Clang Static Analyzer

Apps in iTunes Store: ColorDecor & PaintRemedy

Teaching Assistant, Image Processing Engineer

Drexel University - Philadelphia, PA - July 2007 to May 2008

Conducted an image processing laboratory at the Creative and Performing Arts High School

- Purpose of the lab was to teach students math and science concepts using image processing as a tool
- Implemented image segmentation algorithms to detect edges in an image based on gradient of pixel values
- Devised a method to remove noise from an image using a mean and median filter
- Created graphical user interfaces in Matlab to make activities user friendly

Team Lead, DSP Engineer

Drexel University - Philadelphia, PA - September 2006 to June 2007

Designed and implemented a wireless position tracking system aiding virtual interaction with a visual projection for an interactive performance

- Engineered system based on accuracy, robustness, portability, modularity and cost
- Hardware systems implemented were wireless sensor networks and infrared and color tracking using Mica 2 Motes, Fire-I firewire cameras and infrared filters
- Utilized a computer vision library to track light emitted from infrared diodes and performer's props based on color
- Relayed coordinate information to computer running visual software using UDP protocol
- Developed code in Macromedia Flash to alter visual projection using coordinate information to create illusion of interaction

IT Network Support Team Intern

SAP America - Newtown Square, PA - September 2005 to March 2006

Resolved network layer 1, 2 and 3 failures and identified catastrophic network failures

- Programmed switches to function under a particular subnet in order to create availability on the network
- Administered port patches that accounted for putting clients on different subnets of the SAP network
- Installed access points at various locations on campus in order to improve wireless performance
- Created an outline for the wireless infrastructure of the company that was used for optimizing network performance
- Assisted customers by troubleshooting network related issues

EDUCATION

Masters of Science in Electrical Engineering

Drexel University - Philadelphia, PA

March 2009

Bachelors of Science in Electrical Engineering

Drexel University - Philadelphia, PA

June 2007

ADDITIONAL INFORMATION

TECHNICAL SKILLS

- Software: Microsoft Office Suite, SAP BW, Business Objects, Matlab, LabView, Maple, PSpice, Xilinx ISE, Microsoft Visual Studio, .NET Framework, Xcode, Cocoa, Adobe Photoshop, ModelSim, Instruments, Clang Static Analyzer
- Languages: C, C++, Java, SQL Server, SQLite, Objective C, Visual Basic, OpenCV Library, HTML/XHTML, XML, Javascript
- Operating Systems: Linux (Gentoo, Ubuntu, Red Hat), Unix, Mac OS, Windows, iPhone OS, Tiny OS