

# Sankalp RAJORIA

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## ACADEMIC DETAILS

2017	GATE		AIR: 10
2016	B.Tech. in PRODUCTION AND INDUSTRIAL	IIT Delhi, New Delhi	GPA: 7.01
2011	12 <sup>th</sup> , AISSCE	Pragati Vidya Peeth, Gwalior	78%
2009	10 <sup>th</sup> , AISSE	St. Paul's School, Gwalior	81.2%

## WORK EXPERIENCE

JULY 2015	<b>Intern, CENTURY PULP AND PAPER, Lalkuan</b>
MAY 2015	<i>Improved air conditioning efficiency and eased bagasse unloading within the facility</i> Attained net annual savings worth <b>USD 44,000</b> by implementing VAM's & chillers replacing AC's <b>Devised action plan</b> to optimize utilization of resources; Obtained <b>86% reduction in workforce</b> Developed <b>polymer mattress</b> ; achieved overall <b>reduction in unloading time</b> from <b>6 hrs. to 10 min.</b> Identified <b>critical process parameters</b> affecting long <b>unresolved problem of bagasse unloading</b> Presented <b>strategic solutions</b> based on analytics to achieve <b>optimization of uptime</b> Conceptualized a <b>Lean Implementation Strategy</b> to <b>reduce the overall maintenance cost</b> Received <b>letter of recommendation</b> for outstanding contribution and offered to continue under <b>FITT</b>

## PROJECTS

MAY 2016	<b>Vibration Control of shaft using electromagnetic controller, (B.TECH. THESIS)</b>
AUG 2015	Analysed vibrations using Finite Element Modelling, Explored elastic, inertia and forces on each element Evaluated design parameters of scaled models using Mathematical Modelling to implement real time control
APR 2015	<b>Product-service system: from customer needs to early development phase</b>
JAN 2015	Analyzed feasibility of mobile warehousing pss through surveys & SWOT, formulated complete cash flows Developed pss model to enhance franchise management; used probabilistic models to incorporate variabilities Integrated a comprehensive Business Canvas Model with pss to strengthen efficacy in real-time market
DEC 2014	<b>Financial Modelling and Valuation Of Brands</b>
SEP 2014	Perused financial history of top 10 companies in different sectors for last 10 years, examined financial ratios Estimated the brand value using discounted cash flows based valuation model, compared with SC performance Analysed industry research & financial reports to arrive at realistic values of growth rate and Beta
SEP 2014	<b>Planning Inventories And Transportation Networks In Supply Chain</b>
JUL 2014	Studied integrated management of Cycle Inventory, Uncertainty and Transportation Network in Supply Chains Investigated profitability through theoretical simulation of cost on real-life case studies across four regions
MAY 2013	<b>Conceptualization, design and manufacture of a leaf collecting machine</b>
JAN 2013	Led team of 5 members which designed and fabricated a prototype; estimated machining and tooling cost Conceived the idea of this mechanically operated machine and built it from the scratch within a small budget

## EXTRA CURRICULAR

Aug 2013	Represented hostel in Inter-Hostel Cricket Tournament
Sep 2013	1st runner-up, Intra-hostel football tournament
Jun 2013	2nd runner-up, Intra-hostel badminton league

## OTHER INTERESTS

Listening music, Dance and Travelling