

# Mohd Danish Khan

## Operations & Supply Chain Manager

+49 15214575861, mkhan3@mbs.education

Carl-Zuckmayer-Straße 16 68169, Mannheim, Germany

No sponsorship required, Willing to relocate, Available: *Immediately*

[LinkedIn](#)



## EDUCATION

### Mannheim Business School (*Universität Mannheim*), Mannheim, Germany — Master of Business Administration (Full-Time MBA)

September 2024 - December 2025

- Recipient of industry diversity scholarship
- Focus areas: Strategy & Operations Management, Supply Chain Analytics, Digital Transformation, Sustainability, Leadership.
- Active participation in cross-functional workshops and MBA career projects with German industry partners.
- **Master Thesis:** *Growth Strategy for platform X (VNR Group, Germany)*: Developed a market-entry and onboarding framework for a SaaS platform in the DACH region, combining customer insights, persona mapping, and scalable go-to-market design.

### National Institute of Technology, Tiruchirappalli (NIT Trichy), India — Bachelor of Technology, Industrial (Production) Engineering

July 2009 - May 2013.

- Ranked among the top 1% of 1 million students in the national engineering entrance examination
- Studied core subjects in industrial engineering, production systems, and operations management.
- Gained solid grounding in mechanical design, production planning, and quality management (Lean, Six Sigma basics).

India's top-ranked engineering programs (Top 10 national technical universities).

## EXPERIENCE

### Gramophone, AgTech Startup, India — Operations Manager

October 2021 - February 2023

- Built and scaled a **direct-to-farmer network** across 2,000+ villages, reducing delivery cost by 25 % and expanding coverage 60 %.
- Designed **forecasting and inventory-planning models** to optimize stock levels, achieving 92 % in-stock availability and 2 % cost savings per order.
- Defined and launched a **credit governance system** improving repayment discipline and reducing DSO by 20 %.
- Led **digitization of field operations** through ERP and mobile app integration, cutting coordination time by 45 %.
- Created **KPI dashboards and review cadence** (Power BI / Excel) for real-time decision-making and faster leadership alignment.
- Introduced **Lean process improvements** across last-mile delivery and credit cycles to eliminate waste and strengthen audit readiness.
- Collaborated cross-functionally with finance, tech, and supply-chain teams to deliver scalable, data-driven operational programs.

## Job Related Abilities

### Operations Management & Execution

- 10 years of experience leading end-to-end operations across manufacturing, AgTech, and service environments, ensuring stable, reliable, and cost-efficient delivery
- Skilled in building daily management routines, defining ownership, and coordinating cross-functional teams to maintain operational continuity and hit service-level targets

### Supply Chain & Inventory Planning

- Designed forecasting, replenishment, and safety-stock models that consistently delivered 92%+ availability while reducing logistics and delivery costs
- Experienced in warehouse control, demand planning, route optimization, and S&OP alignment across multi-region operations

### Process & Quality Excellence

- Built and standardized core processes (order-to-cash, forecast-to-replenish, credit-to-collect), improving fulfilment accuracy and strengthening audit readiness
- Practiced in Lean, Kaizen, and DMAIC; used root-cause analysis and structured problem-solving to remove waste and raise first-time-right performance

### Data & Systems Leadership

- Strong command of ERP, PLM, and operational systems (SAP, Oracle, custom mobile workflows) with hands-on experience defining functional requirements and improving data integrity
- Proficient in Power BI, Excel, and SQL for building dashboards, KPI trees, and automated reporting that accelerated decision-making by 70%

## JCB, UK/India — Program Manager, Product & Industrial Operations

June 2020 - October 2021

- Led the Euro IV compliance delivery for backhoe loaders ahead of regulatory deadlines, safeguarding **70% market share** and ensuring production readiness across plants.
- Directed cross-functional teams (R&D, Testing, Manufacturing, Supply Chain) through the Stage-Gate NPIP process, securing on-time and cost-aligned industrialization.
- Designed and released six attachments for rural/agri markets, increasing unit sales by **7%** and **improving utilisation rates** for regional dealers.
- Developed a cost-optimized material-handling variant enabling entry into a €95M price-sensitive segment with full manufacturability validation.
- Engineered a robust cooling system for high-dust environments, improving machine uptime by **40%** and reducing service interventions.
- Supported prototype builds, build-readiness checks, validation testing, DFMEA reviews, and supplier PPAP sign-offs to secure stable production ramp-up.
- Collaborated with JCB UK for design approvals and compliance documentation to meet global standards and audit requirements.
- **Granted two product patents**, managed design registration and documentation workflows across R&D, quality, and legal.
- Practiced Lean and Quality Management under the JCB Production System (ECR/ECO, DFMEA, CAPA, SOP control).
- Led COVID-period accelerated innovation program to design and deploy sanitation attachments within compressed timelines.

### Cross-Functional & Change Leadership

- Proven ability to align operations, supply chain, finance, manufacturing, and tech teams during scaling, process redesign, or regulatory change
- Combines structured industrial discipline with startup-level agility to deliver stable operations in dynamic, resource-constrained environments

### Languages

English, - C1

German - B1 (in progress toward B2)

### Technical Proficiency

**ERP & PLM Systems:** SAP (SD/MM), Oracle ERP, PLM for product data, BOM, and change management

**Analytics & Visualization:** Power BI, Tableau, Excel (advanced formulas, pivot models, Solver, VBA)

**Programming & Data:** Python, R, SQL – used for forecast modeling and process automation

**Project & Collaboration Tools:** MS Project, Jira, Confluence, Miro, Asana, SharePoint

**Process & Quality Frameworks:** Lean Manufacturing, Kaizen, Six Sigma (DMAIC), 5 Whys, Root Cause Analysis (CAPA)

**Design & Simulation:** Siemens NX/Unigraphics

**Tools for Collaboration & Productivity:** MS 365 | Google Workspace | Slack | Teams

## BUSINESS MASTER PROJECT

### platform X, Bonn, Germany — Strategy Consultant

June 2025 - August 2025

- Researched the DACH publishing market and defined **customer personas** and a **partner-prioritization framework** aligned with business goals.
- Built a **serviceable market model (SAM)** and mapped revenue potential against operational capacity for scalable onboarding.
- Designed a **standardized 90-day onboarding and fulfilment playbook** to improve partner integration and service readiness.
- Facilitated a **cross-functional workshop** translating stakeholder needs into actionable go-to-market recommendations.
- Consolidated insights into a **Germany-first growth strategy**, linking product scalability with market expansion.

## VOLUNTEERING AND OTHER PROJECTS

### infinity e.V., Mannheim, Germany — Project Manager

January 2025 - Present

- Led a **social impact class project** focused on community engagement and sustainable development within the Mannheim region
- Coordinated project planning, partner outreach, and final presentation as part of the **MBA Social Class Initiative** at Mannheim Business School.