Pranav Bharadwaj

linkedin.com/in/pranav-bharadwaj/

pranavbharadwaj2023@gmail.com
Mob: +31 645 368 559

TWV niet vereist. No sponsorship required

Personal Website

SUMMARY

Currently in **Amstelveen**. Professional with 4+ years track record in supply chain/automation program design and implementation. Expertise spans multi-industries (manufacturing, retail, ecom 3PL, pharma..), client facing responsibilities, change management, complete commercial and project lifecycle ownership, partner/vendor program management, and cross-functional alignment with collaborators. Master's degree from the University of Cambridge and experienced in working with global clients and in international markets. No sponsorship required.

EXPERIENCE

- **Addverb Technologies** — Delhi & Bangalore, India
  Manager, Solution Sales and Product (joined as management trainee) — Oct 2020 - Jan 2025
  - Owned commercial and technical delivery for 12 CapEx/OpEx Industry 4.0 supply chain modernisation programmes worth $3M revenue; Led full lifecycle (RFx/discovery → data deep-dives → solution design & FSD → UAT → hypercare) and drove client workshops and ERP/WES (SAP, IBM etc) integrations. *Select projects:*
    * *Battery Manufc.:* $1M WCS+WMS deployment for 12 GWh Li-ion greenfield facility, delivering on digitization initiatives through seamless ERP integration and touchless material-flow automation
    * *Retail Grocery:* $400K dark-store fulfillment solution across multiple sites (900+ SKUs), reducing replenishment and pick-to-collect time by 50% and enabling sustained 75 orders/hr
    * *Automotive Tier-1:* Application of Real-time control tower with REST API enabled IIOT hardware and MES+LES integration across 12 trim supermarkets, cutting time-to-kit by 70% and line stops 50%
  - Built and expanded Industry 4.0 automation practice across new verticals, cultivating relationships with 80+ clients and ecosystem partners through on-site workshops, industry events, and live capability demonstrations.
  - Scaled firm's first technology partnership program for co-selling ecosystem solutions, generating $300K+ YoY revenue through partner identification and training 50+ personnel on product capabilities.
  - Led cross-functional Agile/Scrum initiatives and CAD integration, reducing solution turnaround by 30% and establishing strategic review cadences with key stakeholders.

- **Orbis Advisory** — London, United Kingdom
  Sustainability Analyst (left UK due to Covid 2020 lockdown) — Oct 2019 - Feb 2020
  - Conducted GRESB and CDP Disclosure audits for a £42M client, developing 5 strategies projected to reduce carbon emissions by 30%, which resulted in new contract wins.
  - Developed comprehensive emission benchmarking (scope 2-3) for a FTSE 250 mining client, presenting opportunities to senior stakeholders for achieving Net Zero goals.
  - Co-designed ESG sustainability performance dashboard in partnership with R&D for private equity firms with £1Bn AUM, enhancing investor decision-making based on sustainability performance.

- **IfM, University of Cambridge** — United Kingdom
  Consulting Placement at **Kohler Mira, Thales, Reflection Therapeutics, Kettle Foods** — Oct 2018 - Apr 2019
  - Conceptualized £4.42M commercialization strategy for a digital rail solution aimed at improving operational efficiency; presented next-steps to 12 senior stakeholders and policy makers.
  - Conducted critical market access and supply response analysis for a CAR-T orphan drug (ALS), directly contributing to the successful securing of a £40K grant application (CGT Innovate-UK).
  - Redesigned a sub-assembly line for a manufacturing client, reducing line size by 12% and freeing 58 sqm of space.

- **Atkins Réalis** — Bangalore, India
  Graduate Program (1 Year rotational - Transportation Group and PMO) — Aug 2017 - Jul 2018
  - Drove key internal initiatives on digital transformation within the Project Management Office, leading to productivity improvements and enhanced tracking of bids via management review dashboards.

- **Siemens AG (Smart Grid)** — Goa, India
  Operations Excellence Internship - Manufacturing and Quality — Jun 2016 - Jul 2016

EDUCATION

- **University of Cambridge** — Cambridge, United Kingdom
  Master of Philosophy in Industrial Systems, Manufacture, Management; — *Sept 2018 - Oct 2019*
  - Grade: 6.6/8.0; Recipient of the St. John's-Darwin Research Award for thesis. Offered PhD admission in Centre for Technology and Innovation Management.
  - University Clay & Skeet Shooting team, College M3 Rowing, Technology Club, PE-VC club.
  - Industrial site visits in 20+ firms spread across Italy, Switzerland and Germany.
  - **Subjects**: Systems Engineering, Finance, Supply Chain Analytics, Project & Risk Management, Decision Sciences, Operations Strategy, Lean Manufacturing, Digital Transformation

- **TERI School of Advanced Studies** — Delhi, India
  Post Graduate Diploma in Renewable Energy Systems and Policy (youngest in cohort) — *Jul 2017 - May 2018*
  - **Subjects:** Solar Photovoltaics, Wind Turbine Design, Biomass & Biofuels, Grid Integration, Battery Storage Systems, Energy Policy & Regulation, Environmental Impact Assessment, Project Appraisal & Finance, Smart Grids, Sustainable Energy Systems

- **SRM Institute of Science and Technology** — Chennai, India
  Bachelor of Technology in Electrical and Electronics Engineering; — *Jul 2013 - May 2017*
  - Grade: 9.1; First class with Distinction, top 2% in cohort of 350
  - Publication: "Sensor fusion aggregation algorithm for energy automation in buildings" Sustainable Cities and Society, Elsevier - doi.org/10.1016/j.scs.2018.09.031
  - Research: Energy Systems Lab: Devoted 100 Hrs/sem on power system modeling projects (2015-2017).
  - **Subjects:** Control Systems, Embedded Systems, Industrial Automation, Digital Systems Design, Optimization, IoT applications, Calculus, Numerical Theory, Data Structures & Algorithms, Programming in Python/C++.

OTHER DETAILS

- **Software**: MATLAB, LabView (CLAD), Excel VBA, Power BI, Python, Salesforce, CAD, Solidworks, Siemens Technomatix

- **Languages**: **English**, **Dutch** (A1 eqv.) Hindi, Kannada, Telugu, Tamil, **German** (A1 eqv.)

- **Leadership**: Founded SRM IEEE Chapter (grew membership from 1 to 63, raised $3500+ for workshops); Student President representing 500+ students in councils and events

- **Professional Memberships**: Member IEEE, Fellow Royal Asiatic Society, Member PMI (pursuing PMP)

- **Interests**: Mountaineering, Trail Running, Clay Shooting, Travelling, Food, Movies, Classic Rock

- **Business Skills**: Project Management (Agile/Scrum) · Stakeholder Management · Client Workshops & Facilitation · Vendor & Partner Management · Change Management · Requirements Gathering · Test Strategy & UAT Management · Risk Assessment · Business Development · Product Strategy & Roadmapping · Cross-functional Leadership · Market Research · Solution Validation · Process Optimization

- **Technical Skills**: ERP–WMS–MES Integration · SAP ERP · SAP/Kinaxis/Blue Yonder/Manhattan o9 Ref-Model Familiarity · IBP · Demand Planning · Supply Planning · Data Mapping · Functional Design (BRD/FSD) · Solution Design · API & REST Integration · IIoT Systems · PLC Systems · Predictive Modeling · Simulation · Digital Twin Modeling · Python · MATLAB · Excel VBA · Power BI · CAD · SolidWorks