

# Pranav Bharadwaj

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Geldige Nederlandse werkvergunning

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Holds NL work authorization

## SUMMARY

Currently in **Amstelveen**, Noord-Holland. Professional with 5+ years of experience driving the development and delivery of complex Industrial projects and software solutions. Proven expertise in customer facing roles and manufacturing environments. Have a holistic view of business operations from extensive on-site factory and warehouse experience and enabling the alignment of technical solutions with commercial and operational success. Hold a technical bachelor's degree (Electrical Engineering) and two technical master's degrees (Energy Engineering and Industrial Engineering), with international experience.

## EXPERIENCE

- **Addverb Technologies** Delhi & Bangalore, India  
*Manager, Product and Solution Sales (joined as management trainee)* Oct 2020 - Jan 2025
  - Drove market expansion by cultivating C-Suite relationships (over 60 clients, 20 vendors) and proposing 90+ automation strategies (multiple RFx valued \$70M); generated \$3M in revenue, 7 new logos and unlocked 2 verticals.
  - Pioneered firm's first partner/vendor-sales program for "picking technologies" market, securing \$300K+ sales YoY; Identified partners, trained 50+ personnel and established frameworks, KPIs and review cadences to secure revenue.
  - Collaborated with product development and engineering teams in defining functional specifications for API, Kepware and on-premise/cloud WMS-ERP integrations. Aligned efforts to contractual obligations and costs.
  - Spearheaded 12 innovative automation projects that leverage Industry 4.0 hardware/IT platforms. Led the full sales cycle, site-visits, technical workshops, commercial negotiations, and project kick-offs. *Select projects:*
    - \* *Battery Manufacturer:* Implemented a \$1M WCS+WMS for 3 AS/RS in a "greenfield" plant. Further identified \$8M automation opportunity spaces to convince client leadership to qualify us for global contracts.
    - \* *Dark Store -Retail:* Delivered a \$400K order fulfillment solution that slashed pick-to-collect time by 50% across 5 hyperlocal dark stores (900+SKUs), enabling 75 orders/hr through slotting and inventory tracking.
    - \* *Automotive Client:* Achieved 30% reduction in kitting time and 90% reduction in line stops by developing a put-to-light system for 12 component supermarkets, integrated seamlessly with existing MES+LES.
  - Partnered with CEO to evaluate 4 NPI: 5G AMR, Ultrasound enabled Cobot, and UV-C AMR. Analyzed market landscapes, customer KBF and presented dashboards focused on cash-flow, roadmap, and price competitiveness.
- **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

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- **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++.

## SKILLS

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- **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:** Business Development · Project & Resource Management (Agile/Scrum) · Product Strategy & Roadmap Planning · Cross-functional Leadership · Vendor & Stakeholder Management · Risk Assessment & Change Management · Technical Documentation & Training Enablement · Market Research & Customer Insight Integration
- **Technical Skills:** Simulation & Predictive Modeling · Digital Twin Modeling · Software Development Workflows · OEM Sourcing & Integration · End-to-End System Integration · Solution Deployment & Commissioning · Servicing & Decommissioning · AutoCAD Industrial Automation · Robotics & Conveyor Systems · Autonomous Mobile Robots · Machine Vision & Quality Control Systems · IoT Sensors, RFID & Barcode Tech · ERP WMS MES Integration · API Design & System Interoperability · PLC based systems · Product Lifecycle & QA Testing