

ABC. ERR

Mob- 576857687



ACADEMIC QUALIFICATIONS

Examination	Year	Board/University	%/CGPA
MBA	2010	ABC	8.0/9.0
B.Tech (ABC)	2008	N. ABC	9.98/10
CLASS XII	2003	ABC	33.60
CLASS X	2001	ABC	94.50

WORK EXPERIENCE

Sales & Strategy ABC -Up Oct'14 – Feb'15

ABC	<ul style="list-style-type: none">▪ Ideated product design of Stewot- app for restaurants end-to-end operations management▪ Developed database of 300+ restaurants for sales through cold calling and demonstrations
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ABC Manager ABC July'08-May'12

Process In-charge	<ul style="list-style-type: none">▪ Process In-charge for Rodding plant with 23.pa. Carbon anode production capacity▪ Certified Lean Six sigma Black belt
Lean 6-sigma Project	<ul style="list-style-type: none">▪ Team member in applying DMAIC methodology for Quality parameter Improvement project▪ Identified Pareto parameters through Data collection and statistical analysis using Minitab▪ Annual savings of INR 9 million ; Accredited with Best project in

INTERNSHIP

ABC (Intern) ABC April'13 – June'13

Business development	<ul style="list-style-type: none">▪ Identified market for Home appliances and food preservation in households and small businesses; Facilitated partnerships with Enviro -fit stoves and Solar lighting devices for distribution▪ Analysis of CSC's performance through data collection on business performance metrics▪ Introduced Buy-back policy in supply agreement; ensured profitable business model for CSC
Trainings	<ul style="list-style-type: none">▪ Visited 70 CSC's situated in and around 45 villages spread across 3 districts of Orissa▪ Conducted Trainings on Leadership and Communication for BDEs across Gajapati district

ACADEMIC DISTINCTIONS AND CO-CURRICULAR ACHIEVEMENTS

Distinctions	<ul style="list-style-type: none">▪ First place in ABC meet of 2000 students from 12 NIT's▪ Bagged 1st place in Inter-school General Quiz competitions held in Warangal in the year '99
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PROJECTS

Project	<ul style="list-style-type: none">▪ Studying Supply Chain management at Onergy-Rural solar lighting enterprise and suggesting Improvements
Deliverables	<ul style="list-style-type: none">▪ Analyse supply chain of Bank financed and self financed Solar needs of Rural markets▪ Establish best practices for Inventory management and demand planning at ABC centers
Suggestions	<ul style="list-style-type: none">▪ Prepared zero cost integrated IT framework; Formulated forecast of bank financing products▪ Recommended Continuous inventory policy; Standardized end to end purchase & sales
Key Learnings	<ul style="list-style-type: none">▪ Vendor – distributor power dynamics with size and demand generation in marketplace▪ Fast moving SKU'S are characterized by bank financing and Insurance coverages

POSITIONS OF RESPONSIBILITY

Lean 6 Sigma Trainer, Balco	<ul style="list-style-type: none">▪ Trained 30 process associates from 3 SBU'S on Lean 6 sigma methodology and applications▪ Introduced Mentor Mentee programme for trainees ; evaluation methods to track progress
Motivation Trainer, Basix	<ul style="list-style-type: none">▪ Trained 15 no.BDS employees of Orissa Centers on Communication and Motivation skills▪ Feedback on content and effectiveness of trainer collected from BDS rated at 4.5/5

EXTRA CURRICULAR ACHIEVEMENTS

ABC Choreo club	<ul style="list-style-type: none">▪ 1st Runners-Up out of 9 teams competed at Carpedium'14 cultural fest.▪ Choreographed and performed in ABC with footfall over 500+
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