SAMADHARSH DHANASEKAR

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EDUCATION

Johns Hopkins University Aug 2024 – May 2026

Master of Science in Engineering Management – *Dean Fellowship for Academic Excellence* GPA: 4.0/4.0

Vellore Institute of Technology (VIT) Jun 2019 – May 2023

Bachelor of Technology in Chemical Engineering – *Specialized in Process Optimization* GPA: 3.5/4.0

RELEVANT EXPERIENCE

Product Strategy & Innovation Consultant — NATO — *London, United Kingdom* Dec 2024 – May 2025

- Led the Defense & Medical Innovation Project, developing a modular stretcher using CAD modeling and user-centric design, reducing evacuation time by 30 minutes with insights from 50+ military medics.
- Conducted market research stakeholder engagement, interviewing military medics, strategists, and procurement officers.
- Designed a go-to-market strategy, streamlining NATO's medical procurement for faster deployment across 8 units.

Project Manager — Checkpoint Surgical — *Ohio, United States* ⧉ Oct 2024 – Dec 2024

- Drove insourcing strategy, reducing manufacturing costs by 20–30% and saving $72,000/yr through scope management.
- Enhanced assembly, packaging, and sterilization, increasing revenue by 15% and achieving 10–15% ROI.
- Leveraged procurement and supplier partnerships using SAP ERP and Power BI, enhancing supply chain resilience.

Strategy Consultant — Johns Hopkins Hospital — *Baltimore, United States* ⧉ Aug 2024 – Oct 2024

- Amplified workflows, process automation, operational efficiency, increasing it by 38% and reducing patient wait times.
- Configured data-driven scheduling, improving productivity by 25% and enhancing patient care through automation.
- Implemented KPI monitoring systems for tracking, driving patient satisfaction by 20% with real-time analytics.

Product Manager — Apt Dental Distributors — *Salem, India* ⧉ May 2023 – May 2024

- Optimized inventory management, reducing cutting carrying costs by 20% and boosting order fulfillment by 15%.
- Introduced agile methodologies to improve communication and accelerate product development timelines.
- Executed a product roadmap using Jira and Figma, aligning business goals with user needs to enhance user engagement.

Associate Functional Consultant — Vistex Asia Pacific Ltd. — *Hyderabad, India* ⧉ Jan 2023 – May 2023

- Customized SAP SD master data for more than 5K + customers and 7K + materials, reducing data errors by 20%.
- Streamlined 20+ Vistex IA agreements, leveraging contract automation and pricing strategy to enhance profitability.
- Boosted sales by 20% and revenue by 10% through data-driven pricing models and strategic agreement structuring.

PROJECTS

Market Strategy for Low-Noise Laser Drivers — LeapWave Technologies ⧉ Nov 2024 – Jan 2025

- Designed a market analysis framework, leveraging this to identify growth opportunities with Siemens and Vodafone.
- Conducted a 3C analysis (company, customers, competitors), crafting strategies for telecom and medical imaging.
- Achieved 75%+ market alignment, driving strategic positioning and accelerating EU and U.S. market entry.

Lean Supply Chain Transformation — APT Dental Distributors May 2023 – Dec 2023

- Implemented Lean methodologies and JIT inventory, reducing inventory levels by 20% and improving cash flow.
- Strengthened supplier relationships, reduced operational costs by 15% and improved demand forecasting by 25%.
- Enhanced flexibility by 30%, reduced stockouts, improving supply chain coordination through demand forecasting.

SKILLS

Languages and Tools: Jira, Power BI, Tableau, SQL, Python, Docker, Confluence, Git, Figma, SAP ERP, C++, Latex.

Competencies: Data Analytics, Process Optimization, Supply Chain Optimization, Project Management, Agile, Scrum.

Product: Product Lifecycle Management, Customer-Centric Research, Roadmap Development, Prototyping & Wireframing.