

ELVIN STANLEY

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HYDERABAD

B.Tech Mechanical Engineer and Business Analyst with expertise in oil and gas operations, spearheading procurement processes for clients like Total Energies and Shell. Adept at product analysis, vendor negotiations, and strategic decision-making. Committed to driving innovation and operational efficiency in sales and marketing. Actively involved in Huddle Global, Climathon, and Kerala Startup Mission

WORK EXPERIENCE

3T Worldwide India Pvt.Ltd

June 2024 - Present

Business Analyst

- Technical Analyst managing procurement operations for **Total Energies, Shell, Chevron, Saipem, and ALNG**, ensuring seamless purchase order processing and compliance.
- Managed \$5M+ in annual procurement across five international markets from **UK, USA, Dubai, South Africa, and China**, ensuring precise order fulfillment and maintaining records within Salesforce.
- Conducting frequent calls with 5+ key suppliers, including **McGill, Unitrack, Swagelok, Kempston, and Danlock**, to verify technical specifications for large-scale orders exceeding 500 line items.
- Optimized cost estimation, reducing cost variances by 10–15% through precise VAT, transportation, and markup calculations.
- Assisting in RFQ preparation and bid analysis to select the most cost-effective and high-quality suppliers
- Experienced in **Salesforce, Outlook, Vonage, Excel, and X1** software for procurement and operations management.

Best O Smile Dental Clinic

July 2024 - October 2024

Marketing and Business Executive

- Conducted market research and organized 10+ promotional campaigns in public places, malls, and communities across Hyderabad.
- Delivered high-impact presentations on dental scanning technology in various malls, negotiated payment terms, effectively convincing project managers and marketing heads of its benefits.

INTERNSHIPS

Kerala Feeds Ltd

February 2024

Product Testing and Marketing Testing Intern (1 week)

- Conducted a comprehensive research study on cattle feed manufacturing processes, resulting in a detailed report that outlined cost-saving measures, leading to a 25% reduction in manufacturing expenses
- Ensured product quality through testing procedures, and market research study.

Hykon India Ltd

October 2023

Quality and Product Testing Intern (2 weeks)

- Performed electric vehicle assembly with **100% compliance** quality and inspections, interacting directly with customers.

Technocraft Industries Ltd Mumbai

May 2023

Quality and Safety Testing Intern (2 weeks)

- Worked under the Quality and Safety Manager to analyze and assess safety protocols in an **ISO-certified company—the world's second-largest drum closure manufacturer**.
- Drafted a comprehensive report detailing the entire production lifecycle, from raw material intake (20-ton steel coils from **JSW and TATA Steel**) to final drum closures supplied to major clients like **HP and Castrol**.

PROJECTS, VOLUNTEERING & ADD ON COURSE

PROJECTS

SAE BAJA INDIA

- Piloted and engineered the EBAJA ATV for SAE India Nationals in Hyderabad, securing a podium finish for Kerala in 3rd place.(March 2024)

Vertical Windmill

- An innovative windmill utilizes three propellers of different sizes and materials to maximize energy capture.(Oct 2023)

Protoarm

- Designed & 3D-printed a prosthetic arm (Govt. grant ₹2 lakh). Exhibited & completed testing National Technical Exhibition 2023. (April 2023)

VOLUNTEERING

Aapda Mitra, (NDMA)

- Completed a 12-day National Defence Management Authority (NDMA) training program on disaster preparedness and basic rescue skills.

Kerala Startup Mission, Trivandrum

- Volunteered at Huddle Global, a state-level startup meetup, with roles in Immersion, Marketing, and Communications. Played a key role in a three-day event.

SAE week, Christ College of Engineering

- Hosted SAE Week in college, featuring a section led by the Director of SAE INDIA.

JCI INDIA

- Jr. Chairperson of JCI in 2018. A young leadership International Organization.

ADD ON COURSE

Promote online business in online advertising

- A 7 day course from Google Digital Garage. Coated on retargeting customers mainly while we promote a business. (February 2023)

EDUCATION

CHRIST COLLEGE OF ENGINEERING, IRINJALAKUDA

2020 – 2024

- B.Tech in Mechanical Engineering and a minor in Electronics & Communication.
CGPA of 7.62/10
- First and Fourth year college representative.

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2017 – 2019

- 12th Electronics. Scored 85% on kerala Board Exam.
- Done a project on the helmet bike ignition ON system and featured in the newspaper.

SKILLS

- Anchoring - College department events, including IEDC, SAE, and the Student's Union.
 - Leadership - College representative for 2 year and Team Lead of multiple projects.
 - Restoration - Performed numerous vehicle restorations, emphasizing stock conditions, and possessed fundamental skills in OBD scanning.
 - Language Known
- Fluent in written and spoken English / Malayalam
- Basic written and spoken Hindi communication