Satish Kumar Soni

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Data Analyst with expertise in supply chain analytics, pricing, and customer engagement insights. Skilled in SQL, Python, Power BI, and Excel to transform complex datasets into KPI-driven dashboards and actionable insights. Proven track record in hypothesis-based problem solving, business model understanding, and executive storytelling, delivering measurable value through data-driven decision making.

EXPERIENCE

Deputy Manager, NPI (New Product Introduction) – Aftermarket Department   Jan 2025 – Present
Volvo Eicher Commercial Vehicles   *Indore (Pithampur), Madhya Pradesh*

- **Program Management** & Gate Readiness: Owned the aftermarket readiness for 20+ LMD projects. Maintained RAID, RACI, and change control (ECR/ECN/EOR) to drive on-time approvals at FIG, FDG and SOP, with 0 critical open points at gates.
- Published Power BI dashboards for gate KPIs (SB/PIC release, tool coverage, FRT sign-off, training readiness, FRACAS closure). Escalated risks; closed top 10 FRACAS items (D0–D90 KPIs) within 30 days post-SOP.
- Hypothesis-driven post-SOP analytics (D0–D90): Pareto and time-to-close metrics identified top defect themes; prioritized actions with PMO/Quality/Parts to close top-10 items within 30 days.

Deputy Manager, CDC(Competence Development Center) – Aftermarket Dept.   Jul 2024 – Dec, 2024
Volvo Eicher Commercial Vehicles   *Indore (Pithampur), Madhya Pradesh*

- Training analytics & adoption: Built Power BI dashboards for coverage, assessment heat-maps, and cohort progress; enabled region/cluster performance reviews and targeted refreshers; cut manual status collation by ~12 hrs./month.
- Telematics → coaching (Project Sudhaar): Converted CAN/telematics signals (idling, overspeed, shift quality) into coaching playbooks; pilots showed up to 13% fuel-economy gain—₹2,300–₹2,700/vehicle/month at typical LMD duty cycles (n=150 vehicles), ~₹43 lakh annualized saving for the pilot cohort.

Intern, Parts, Pricing & Strategy Team – Aftermarket Department   Jan 2024 – Jun, 2024
Volvo Eicher Commercial Vehicles   *Indore (Pithampur), Madhya Pradesh*

- Competitive Benchmarking Pricing (Top 50 SKUs): Identified 18 overpriced (+5–12% vs market) and 12 underpriced (−4–9%) SKUs; set price corridors and move recommendations by channel/segment.
- Decision Support Tracker: Developed a live price-positioning tracker (competitor deltas, margin bands, mix impact) in Excel + Power BI; Cut review cycle time 10 → 3 days and improved competitor delta accuracy to ±1.2%.

Global Supply Chain Project Intern   Jun 2023 – July 2023
J.B. Chemicals & Pharmaceuticals Limited   *Mumbai, Maharashtra*

- Built an **Excel/Power Query "what-if" simulator** with scenario levers (p50/p90 demand, +10-day lead-time, MOQ/lot size, QA hold durations); computed CSL-based safety stock, reorder points, and expected backorders for Bhiwandi warehouse SKUs.

PROJECTS

Lean Kitchen (BITS Mess): A DEMATEL Analysis | *Python, Excel*

- Conducted a **Root Cause Analysis (Fishbone, Why-Why)** to identify bottlenecks in material planning, leading to a 10% improvement in lead-time accuracy. Designed a **Lean Kanban system** integrated with internal supply processes, reducing material waiting times by 15%.

EDUCATION

Birla Institute of Technology and Science, Pilani (BITS Pilani, Pilani Campus) – CGPA: 9.00
ME – Manufacturing Systems Engineering (Operations & Supply Chain Management)   *2024*

Techno Main Salt Lake – CGPA: 8.32
B. Tech – *Mechanical Engineering*   *2020*

SKILLS

Core Competencies: Data Analysis & Visualization, Business Analytics, Demand Forecasting, Hypothesis-Driven Problem Solving, Strategic Thinking, Inventory & Pricing Analytics, Lean Six Sigma, KPI Design & Measurement, Data-Driven Decision Support.

Technical Skills: SQL (queries, joins, window functions), Python (pandas, NumPy, matplotlib), Power BI (DAX, Power Query), Tableau, Advanced Excel (PowerPivot, scenario modeling), SPSS, Value Stream Mapping, MCDM tools, Prompt Engineering (AI/ML assisted workflows).

Soft Skills: Analytical Problem Solving, Communication & Executive Storytelling, Stakeholder Collaboration, Adaptability, Team Leadership, Conflict Resolution, Emotional Intelligence, Time & Project Management.

CERTIFICATION & TRAINING

Google Project Management Professional Certificate —by: Coursera | Date: 2025

McKinsey Forward Program —by: McKinsey | Date: 2025

Lean Six Sigma Green Belt Certificate – KPMG

Personality Integration Leadership Orientation and Teamwork Program (PILOT) – Department of Management, BITS Pilani - Pilani Campus

CO-CURRICULAR & EXTRA-CURRICULAR ACTIVITIES

PROJECT HEAD – Red Cross Society, Indore   Aug 2024 – Present
- **Project Shakti – Empowering Marginalized Women through Sustainable Livelihoods -** Identified and Engaged with **50+ underprivileged women** from marginalized communities for Sewing Machines enabling beneficiaries to earn an average of **₹5,000-₹7,000 per month**, thereby improving household incomes by **20-30%**.

HEAD - Sports ExComm & Hostel Sports Council - BITS Pilani (Pilani Campus)   Sep 2022 – Dec 2023
- Coordination Head for BOSM '22 & '23, managing a budget of **25 Lakhs**, spanning 5 days, and participation from over **800+ students** demonstrating efficient Project Management skillset. Designed and implemented **dashboards using Power BI and Excel** to monitor event logistics, budget utilization, and participant metrics in real-time

MEMBER - Association for Supply Chain Management (ASCM) BITS Pilani Chapter   Mar 2023 – Dec 2023
- Designed a sustaining inventory management framework for a cooler manufacturing firm to reduce holding costs across the material life cycle