**Dr.Mahesh G**

**Mob:** +91 9581774878 ~ **Email:** gattumahesh790@gmail.com

|  |  |  |
| --- | --- | --- |
| *Areas of Expertise*   * Spend Analytics * Project Management * Sales Analysis * Market Research & Analysis * Consultation * Client Management& Retention * Support Delivery * People Management * Strong Presentation Skills * Strategic Planning * Training & Development * People Management * Programming Skills – Python & Tableau   Education   * **PhD (Mathematics),** * University College of Science, Osmania University (2018) * **MPhil (Statistics),** * University College of Science, Osmania University (2004) * **MSc(Applied Mathematics), N**ational Institute of Technology, Warangal (1998) - ***Received Merit Scholarship*** * **BSc (Mathematics, Physics & Chemistry),**   A.V.College, Osmania University (1996) |  | **Manger with a career spanning 8 years**  **(Total experience 24 years 6MONTHS)**  *Profile Highlights:*   * Dynamic professional with experience in *Spend Analytics, Project Management, Sales Analysis, Market Research & Analysis, Consultation, Client Management& Retention, Support Delivery,* Strong Presentation Skills *and People Management.* * Accountability for direction & strategic management, development of new services & operations, revenue performance and enhancement strategies. * Expert presentation, negotiation, and communication skills with keen abilities in planning, goal setting, strategy implementation and follow-up. * An effective communicator with astute leadership skills with ability to motivate and manage teams to meet desired results. * Aggressively identify opportunities, develop focus, and provide tactical business solutions.   *Personality Traits*   * **Strategic Thinker:**   Proven ability of developing insightful strategies, capitalizing on capabilities and converting potential into opportunities.   * **Change Agent:**   Utilizing result-driven approach and growth-centered mind-set to drive positive change in the organizational culture; believes in leading by example.   * **Persuasive Communicator:**   Effective articulation ability: can achieve clarity and persuasively secures buy-in and commitment. |

*Seeking for a* ***Senior Manager position*** *in Data Analytics process / projects.*

**CURRENT EMPLOYMENT**

* **Keshav Memorial Institute of Technology, Hyderabad,** as Associate Professor (Jan 2022 – Till Date)

**Career Accountabilities (MNC EXPERIENCE)**

**-HARSCO, HYDERABAD-SENIOR BUSINESS ANALYST(FEB 2015 to AUG 2015)**

**Key Result Areas:** *Consultation ~ Mining ~~ Problem Solving ~Client Relations ~ People Management*

***Responsibilities:***

* As a Front-Line Manager - Maintaining good relationship with the existing clients.
* Prepare different Lean projects and Adhoc& Standard reports.
* Automate the Standard Spend reports.
* Documentation of SOW - instructions and Sign off SOPs.
* Create requests for data extraction through JD Edwards
* Prepare category reports and provide insights to the category leaders /managers.
* Have the ability to synthesize raw customer and operational data from multiple sources and derive meaningful insights that translate into actionable sales and service tactics and strategies.
* Rely on creative and innovative analytical solutions to address complex and sophisticated business issues.
* Support ad hoc and other unplanned analysis and reporting needs as determined by management priority and business changes.
* Define and maintain data requirements for new and existing ongoing management reports.
* Managed end to end spend analysis, from Data extraction, Cleansing, Enriching and preparation of monthly and quarterly spend reports Involves Analytical and statistical activities and identification of new Ideas.
* Project on visibility of spend.

***-GENPACT, HYDERABAD-Manager (Jul 2007 to Feb 2015)***

**Key Result Areas:** *Consultation ~ Sales &Marketing~ Firm Building ~ Problem Solving ~Client Relations ~Strategic Planning~ People Management*

***Responsibilities:***

* Working on several Spend analytics projects using Six Sigma/ Lean Techniques which involves analytical and statistical activities and identification of new Ideas.
* As a Front-Line Manager - Maintaining good relationship with the existing clients.
* Prepare different Lean projects and Adhoc & Standard reports.
* Automate the Standard reports.
* Documentation of SOW - instructions and Signoff SOPs.
* Create SOW, Review, and amend SOP and provide 2nd level Sign off.
* Managing Customer expectations & periodic review of SLA's.
* Have the ability to synthesize raw customer and operational data from multiple sources and derive meaningful insights that translate into actionable sales and service tactics and strategies.
* Support ad hoc and other unplanned analysis and reporting needs as determined by management priority and business changes
* Define and maintain data requirements for new and existing ongoing management reports.
* Managed end to end spend analysis, from Data extraction, Cleansing, Enriching and preparation of monthly and quarterly spend reports Involves Analytical and statistical activities and identification of new Ideas.
* Project on visibility of spend.
* Introduced variation analysis method to ensure the data accuracy.

***Achievement:***

* Successfully transitioned AstraZeneca Spend Analysis process from UK to Genpact.
* Achieved & Maintained Zero surprises.
* Received ***Operational Excellence Award*** at global level.
* Lean ACE certified.

**Previous Employment**

* **Geethanjali College of Engineering and Technology, Hyderabad,** as Associate Professor (Sep 2015 – Jan 2022)
* **Geethanjali College of Engineering and Technology, Hyderabad,** as Associate Professor (Oct 2005 – Jun 2007)
* **Mahaveer Institute of Science and Technology, Hyderabad,** as Assistant Professor (Oct 2001 – Sep 2005)
* **PragathiPG College, Hyderabad,** as Lecturer (Nov 1998 – Sep 2001)

**Projects**

* **Result Analysis:** Result analysis is done to analyse the pass percentage of students and identify the area of improvement. This helps to improve the percentage of passed students and gives the visibility of student’s knowledge. This analysis also reveals the percentage of distinct and merit students. This analysis is done considering all the subjects studies by a student in particular semester. This analysis helps to identify the study graph of a particular branch which can be drill down to particular class or section or even to an individual student. This improves the teaching methodology for the faculty members. One can look into the factors effecting the student’s pass percentage and take necessary actions, to reduce the fail percentage. This analysis is used to identify the cream students of the institute for appearing to the high placement job in the campus. This analysis helps to the companies which visit the college for campus placements. In the similar line, placement analysis and career analysis can also be done (ongoing project).
* **Course Outcomes and Program Outcomes attainment:** Course Outcomes and Program Outcomes attainment is a tool which analyzes the marks obtained by the students which helps to restructure the curriculum. This analysis is done after the result of a semester is obtained. This analysis is carried for the internally evaluated exams as well as for the externally evaluated exams. This analysis helps to identify whether the results obtained has reached the target which we were set before the start of the semester. The result analysis helps to reach the targets of Course Outcomes and Program Outcomes. If these targets are not reached in one or more course outcomes / program outcome, one need to look into the root cause analysis. Need to identify the areas which have influenced for not reaching the set targets (ongoing project).
* **Thesis and Research Publications:** As a part of Doctorial degree in mathematics, solved and improved singularly perturbed problems using various methods. In this context five research papers were published in Scopus and web of science indexed international journals. In these research journals, we have designed new method to solve various types of singularly perturbed problems with less no. of iterations. Also extended the research work in the area of root finding methods. In this work five research papers were published in Scopus and web of science indexed international journals. In this work, a new iterative formula has been designed using various mathematical functions and executed using Matlab and python. Some of the research papers are in communication with renowned journals. Some methods are in progress and planned to be published in 2 to 3 months.
* **Variation Analysis:** Business needs to evaluate the correctness of data. Identified the different methods to find the correctness of extracted data. This helps us to include the correct and gives more insights of the analysis.
* **Spend Visibility Analysis:** Objective of this project to identify visibility of spend. Introduced seven different methods where the classification of spend are not captured properly. Comparing the extracted data with the DnB master data and identifying the extract category / Commodity for the given supplier. This project has given 3.5 Bn spend including both direct and indirect spend.
* **SOR Analyzer Tool:** To analyze the spend classification of indirect data, developed a dynamic tool using Excel VBA which will produce more than 300 graphs and tables. Using the graphs produced, will be giving the business recommendations to improve the spend visibility and saving for the organization.
* **Enigma budget Tools:** Extract the data from different sources and estimate the budget for the different regions/countries for the upcoming quarter. Designed a tool using Excel VBA which will produce graphs and tables as desired by the customer. Using these graphs and tables the category managers / business leaders would plan their business.
* **Category Management:** Extraction of a particular category data from different sources, validation of spend with the category manager, analyzing the category spend at subcategory / description / country/region and providing saving opportunity through business recommendations. Also analyzing the unit price of the commodity in a particular region/country for savings opportunity. Worked closely with the sourcing team for their projects.
* **Working Capital Analysis (Payment term analysis):** Collect the data from different sources and calculate the dollar Impact (savings opportunities) for different categories / SET areas, reported to the CFO of the organization for all the businesses. This was a monthly activity, and a comparative study is carried between the current and previous month for all the categories and SET areas. Also, a special report was sent to customers as per their requests.
* **Adhoc Projects:**
* Supplier insights of selected categories
* Supplier Rationalization
* Day to day reports
* Country / category-based information/reports

**Team Management (Apr 11 – Feb 15)**

* Handled a team of 4 members (Business analysts) and guided them in Spend analytical Projects
* Performing the opportunity assessment and Savings calculations for Spend analytics Projects
* Actively taking part in DR’s performance gauging and participating in Session C discussion (DRs performance discussion)
* Recommending the required trainings by discussing with Learning and Development team to DRs to improve their skills set and performance.

**Trainings/ Seminar**

* Analytical Boot Camp at Genpact– 2007
* Attended training on Spend Management tool conducted by Ariba – April 2010
* Seminar on Project Management conducted by Project Management Associated at New Delhi - 2011

**Computer Proficiency**

* MS Excel, VBA, Minitab, SQL queries, Matlab, Python programming and Tableau
* MS Access-RDBMS

**Other Achievements**

* Received Lean Ace certificate for Lean projects done
* Quality – Six Sigma - Green Belt - trained and tested in Genpact
* Received Operational Excellence award in Genpact in recognition of Passion and Commitment to the Organization
* Published ten research papers in Mathematics in International journals.
* Presented research papers in 10 national/ international conferences.
* Merit Scholar Ship holder in National Institute of Technology, Warangal for being class topper in I year of master’s degree.

**Personal Information**

* Date of Birth: 24May1976
* Fluent in English, Hindi & Telugu