MADHUMITHA S

Assistant Manager – Pricing & Data Analytics

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SUMMARY

Results-driven professional with **5+ years in pricing, data analysis, and team management** within FMCG and e-commerce sectors. Currently pursuing an **Executive MBA (PGDM) from LIBA**. Skilled in **process automation, deal sheet creation, and pricing optimization** using **SQL, Power BI, and Python**, with a proven record of improving efficiency, reducing headcount costs, and mentoring teams.

EXPERIENCE

Assistant Manager - Pricing Team

PepsiCo

📅 10/2023 - Present 📍 Hyderabad, India

- Leading pricing operations for the US marketplace, including new item setup, deal sheet creation, and PGT/NJP event management.
- Designed and implemented digital asset automation, achieving 0.45% headcount savings across pricing operations.
- Developed Python-based deal sheet automation, reducing manual effort and achieving 0.75% headcount savings.
- Streamlined customer-specific documentation, improving data accuracy and operational efficiency.
- Proposed and executed Kaizen initiatives for workflow optimization, enhancing deliverable timelines and cross-regional collaboration.

Process Lead / Catalog Specialist

Amazon Development Center

📅 12/2020 - 10/2023 📍 Chennai, India

- Managed a team of 10 associates, driving adherence to SLA metrics and performance KPIs.
- Executed large-scale, time-sensitive projects, including Prime Day sales optimization, leveraging data-driven strategies and machine learning insights.
- Identified process gaps and implemented automation, improving efficiency and reducing errors.
- Monitored and optimized catalog data, ensuring alignment with business objectives and enhancing operational accuracy.

Process Associate – Pricing Team

Amazon Development Center

📅 05/2019 - 11/2020 📍 Chennai, India

- Performed pricing analysis for products across multiple regions, evaluating pricing parameters to maximize profitability.
- Implemented small-scale automation to improve data handling efficiency and reduce manual intervention.
- Collaborated with cross-functional teams to resolve operational issues and streamline pricing workflows.

PROJECTS

Automation for Deal Sheets and Documentation

📅 09/2025 - Present

- Developed **Python-based automation** for deal sheet creation and customer-specific documentation, improving operational efficiency and reducing manual effort.

Digital Assets Automation

📅 03/2024 - 05/2024

- Implemented **digital asset workflow automation**, achieving **0.45% headcount savings** and enhancing accuracy in asset management.

Category Management Automation

📅 02/2022 - 10/2022

- Led **process automation initiatives in category management**, resulting in **2% headcount savings** and improved data handling efficiency.

LANGUAGES

English
Advanced ●●●○○

French
Advanced ●●●○

Hindi
Advanced ●●●○○

Tamil
Advanced ●●●●○

SKILLS

Pricing Analysis Deal Sheet Automation

Process Optimization Data Analytics

Team Leadership & Mentoring

SQL & Power BI Analytics

Python Scripting & Automation

Operational Efficiency Category Management

Customer Experience Optimization

Creative Problem Solving

Innovation & Process Improvements

Performance Metrics Monitoring

EDUCATION

Executive Master of Business

Loyola Institute of Business Administration

📅 07/2024 - Present 📍 Chennai, India

Bachelor of Computer Application

SDNB Vaishnav College for Women

📅 06/2016 - 04/2019 📍 Chennai, India

AWARDS & RECOGNITIONS

- 💎 **"Above and Beyond" Global R&R Award –** Recognized for innovation and operational efficiency improvements.

- 💎 **"First Among the Equals" Award (5 times) –** Awarded for top performance within the team.

- 💎 **"Extra Mile" R&R Award (4 times) –** Recognized for taking initiative beyond the scope of role.

- 💎 **"Customer Delight" R&R Award (2 times) –** Acknowledged for exceptional customer-centric contributions.

- 💎 **College Placement Coordinator –** Demonstrated leadership and organizational skills during undergraduate studies.