

UJJAWAL BHOJRAJ RAHANGDALE

IIT Kharagpur Graduate, interested in post 0 to 1 problems at startups

✉ ujjawalbr111@gmail.com

Phone: +91 9434140042

EDUCATION

Year	Degree/Course/Diploma	University/School, City	Score
2011-2015	Bachelor of Technology in Mechanical Eng.	Indian Institute of Technology, Kharagpur	79%
2011	Class XII (Diploma Equivalent – C.B.S.E.)	Vidya Mandir School	90%
2009	Class X (Secondary school certificate - C.B.S.E)	Yugantar Public, Chhattisgarh.	91%

Work Experience

Senior Operations Manager – Central Operations Strategy at Swiggy [Bangalore] [Sep 2019 – May 2020]

- | | |
|---------|--|
| Context | <ul style="list-style-type: none">Process excellence & safety lead; reducing 6.2 Cr cost base & monetizing initiatives for 2 Lac+ DEsIdentified 4 product interventions in the DE partner app to improve retention & improve revenues |
|---------|--|

Head of Operations & Product, Behold [Youbod Solutions Private Limited] [Nov 2018 – Sep 2019]

- | | |
|---------|---|
| Context | <ul style="list-style-type: none">A preventive healthcare platform for tech-enabled nutrition-tracking, diagnostic & concierge servicesIdentified mentors, got website sourced & B2B2C GTM trials done at co-working spaces in Bangalore |
|---------|---|

Regional Manager – Business Development at Mintifi [Bangalore, Mumbai] [April 2018 – Oct' 2018]

- | | |
|---------|---|
| Context | <ul style="list-style-type: none">Mintifi is a seed funded fin-tech startup; It is a portfolio company of impact investing firm Lok CapitalWas the 4th management recruit, placed by Lok Capital under its decade old Lok fellowship programReported to CEO; involved in every aspect of enterprise building from business strategy to products |
|---------|---|

- | | |
|--------------------------------------|---|
| Key Responsibilities & Contributions | <ul style="list-style-type: none">Managed partnerships with blue-chip manufacturers for working capital mgmt. across value chainsInsourced 2 new deals & ramped up growth for 7 of existing go-to-market partners across 6 sectorsWent to Singapore Fin-tech Festival as delegate to build domain knowledge on state-of-the-art tech. |
|--------------------------------------|---|

Manager – Pricing, Freight Platform at Blackbuck [Bangalore] [July 2017 – March 2018]

- | | |
|---------|--|
| Context | <ul style="list-style-type: none">Blackbuck is India's largest freight marketplace platform providing all major services to the sectorResponsible for bid strategy; price & demand discovery; value chain mapping & net revenue margins |
|---------|--|

- | | |
|--------------------------------------|---|
| Key Responsibilities & Contributions | <ul style="list-style-type: none">Oversaw 60% business growth in North & South regions; with the help of 5 analysts & 1 team leadJointly accountable for 76+ e-auctions (Rs. 340 Cr+ ARR), target forecasts & execution monitoring |
|--------------------------------------|---|

Management Trainee, Supply Chain at Unilever [Hindustan Unilever Limited, Mumbai] [July 2015 – July 2017]

- | | |
|--------------------------------|---|
| Context & Key Responsibilities | <ul style="list-style-type: none">Understand Unilever's value chain & operations by contributing to on-going improvement projectsDesign solutions to arrive at supply chain efficiency goals outlined in Unilever Sustainable Living Plan |
|--------------------------------|---|

- | | |
|---------------|---|
| Contributions | <ul style="list-style-type: none">Modified existing automated demand-forecasting tool using sales data, deployed for Modern TradeReviewed global facility management contracts, benchmarked outsourcing models for MRO servicesPart of commissioning team for capacity expansion project at Silvassa factory [Budget ~ 10 Cr.]Rated average 3.5/5 for 7 evaluations; collaborated on margin improvement projects for HUL foods |
|---------------|---|

Intern, Global Research at General Electric, India [GE Corporate, Bangalore] [May 2014 - July 2014]

- | | |
|--------------------------------|--|
| Context & Key Responsibilities | <ul style="list-style-type: none">Technology landscaping by studying 'state of the art' for pursuing research project and/or licensingPropose principles for debris monitoring sensors and increasing dust resistivity of control sensors. |
|--------------------------------|--|

- | | |
|---------------|--|
| Contributions | <ul style="list-style-type: none">Recommended technology gaps after I.P. portfolio analysis & literature review to gain differentiation |
|---------------|--|

Summer Trainee at Ashok Leyland, India [Gearbox manufacturing & vehicle assembly plant, Bhandara] [May 2013-June 2013]

CERTIFICATIONS & TERM PROJECTS

- | | |
|--|---|
| B. Tech Dissertation [July 2014- May 2015] | <ul style="list-style-type: none">On- 'Improvement of heat transfer performance of micro-channel heat sinks' at Microfluidics LabInvestigated flow pulsation and wavy cross-sections as enhancements, proven to lead up to 10% gain |
|--|---|

- | | |
|---|--|
| EGMP – Operations, Supply Chain Analytics | <ul style="list-style-type: none">4 week campus training program for operations and supply chain management at IIM BangaloreTraining on supply chain modeling, forecasting and techniques to identify & resolve bottleneck issues |
|---|--|

POSITIONS OF RESPONSIBILITY

- | | |
|-------------------------|---|
| Mentor, Student Welfare | <ul style="list-style-type: none">Mentored a group of 3 students from mechanical engineering under Institute Mentorship Program |
|-------------------------|---|

Associate at Cleanoventions [www.cleanoventions.in] [January 2012- May 2013]

- | | |
|----------------------|--|
| Key Responsibilities | <ul style="list-style-type: none">Cleanoventions is an IIT Kharagpur incubated clean energy startup focusing on rural electrification |
|----------------------|--|

- | | |
|--------------|--|
| Achievements | <ul style="list-style-type: none">Interned on developing 44% efficient (30% power) cost-effective SolarEX cell technology's prototype |
|--------------|--|

EXTRA ACADEMIC ACTIVITIES

- | | |
|--|--|
| Volunteering, Social & Cultural and Others | <ul style="list-style-type: none">Cadet: 3-Bengal Air Squadron, NCC [2011]; Community volunteer [Math tutor] at Grassroots [2016]Other Interests- Formula one enthusiast, political macro-economy, finance & secondary research |
|--|--|

SCHOLASTIC ACHIEVEMENTS

- All India Rank: **848 [99.84 percentile]** across India in IIT Joint Entrance Exams of 2011 amongst **4,85,000** candidates
- Amongst **Top 1% candidates** in **Regional Mathematics Olympiad 2010**, qualified for **National Mathematics Olympiad 2011**