



Career Highlights			
<ul style="list-style-type: none">Seasoned in-house strategic consultant with 5 years of experience in digital transformation, supply chain optimization and business strategy developmentCertified Lean Six Sigma Black Belt professional with competency in project management & client engagement, for government projects in mobility industryDevised organizational growth strategy and new business opportunities cost & logistic optimization, localization, and new product developmentExcelled at managing stakeholders, gathering requirements, and served as single point of contact for bids/tenders to ensure product meets client’s expectationConferred International Innovation Award 1/500+ projects across 27 countries, first-ever Alstom’s Indian office, for operational excellenceOrchestrated a credit and collection strategy in my family business, resulting in a 25% reduction in days sales outstanding and a 15% decrease in bad debtNational Winner in HERO case competition out of 1200 teams organized by IIT Delhi, aimed to increase market share of adventurous Hero bikes			
Professional Experience			56 Months
Business Development & In-house consultancy Alstom India Limited			Jul 2020-Mar 2022
Problem-solving and Strategic Cost Transformation <ul style="list-style-type: none">Identified and implemented +10 cost optimization strategies to enhance the financial feasibility of the Electric-Locomotive project for the Indian railway, the largest FDI investment in India (€3.4 Bn)<ul style="list-style-type: none">Achieved the overall cost reduction of 6% by value chain analysis, generating a saving of 8 M€ during the overall product lifecycle of bogieOverall nesting efficiency increased by 20%, using a lean technique, hence minimizing wastage in the materialSpearheaded cost optimization project of Mumbai metro through value analysis and value Engineering (VAVE), saving € 2Mn in the overall product lifecycle<ul style="list-style-type: none">Awarded silver medal in Alstom Excellence Award amongst 95 member-team for cost optimization and leadership in Mumbai Metro ProjectConceptualized reusable products required for shipping of bogie to manufacturing location, achieving 10% savings in inbound logistic cost			
Strategy Management <ul style="list-style-type: none">Conceptualized and played a crucial role in devising a transition strategy for developing a new product portfolio post-Alstom and Bombardier mergerCreated long-term (3/5 year) visionary roadmap and business plan for business sustainability, continuous improvement, business continuityDeveloped business cases of INR 2M/ year, CAPEX investments > €1Mn and implementation strategy for optimizing cost, presented to top managementDevised organizational continuous improvement strategy for APAC and EU market, optimizing cost by €1 Mn (10% reduction) & delivery time by 15%Orchestrated product diversification strategy for the entry into the tram segment market & developed Power Bi dashboards for the senior management			
Digital Transformation using data analytics <ul style="list-style-type: none">Automated resource allocation, cost estimation & product difference, using data analytics, for improving tender cycle time from 3 months to 1.5 monthsManaged a pilot project of a virtual train test facility ‘Train-Lab’, a digital twin system for real-time data collection and data-driven quality improvementSuccessfully led team to develop train health hub app, an innovative predictive maintenance tool through IoT/ML, increasing operational efficiency by 20%Led automation of contract evaluation for product gap identification using text-based data analysis from past contracts through NLP/AI, reducing 30% effortWon smart innovation challenge from the APAC region in Alstom for developing a one-click smart tool for a digital transformation initiative			
Project and Bid Management Alstom India Limited			Jul 2017-June 2020
Project Management <ul style="list-style-type: none">Spearheaded Bucharest Metro (€100 Mn projects) to ensure streamlined and on-time execution, maintaining 94% KPIs and 90% FTR (First Time Right)<ul style="list-style-type: none">Improved the team efficiency by 15% by automating the calculations, thereby reducing the cycle time for the iterative and repetitive calculationSpearheaded Mexico metro projects that leveraged Agile methodology for project planning to prioritize sprint backlog, maintaining quality & timelines<ul style="list-style-type: none">Streamlined collaboration with global product team for Mexico metro by project planning on JIRA scrum board, improving on-time delivery by ~10%Saved 100+ man-hours through standardizing operating procedures (SOP) for supplier compliance & developing a live project tracker/dashboardPartner with internal stakeholders to define budget, resources, project scope, objectives, milestones, and schedule for Bucharest & Mexico metro project			
Client Engagement Bid Management <ul style="list-style-type: none">Formulated 5+ client proposals (>€1 Mn) competitive and compliant B2G bids for metro, tram, and suburban train projects for APAC, EMEA, & Americas through competition benchmarking; Secured major tenders with bid-to-project conversion >50% and order backlog contribution >3M€/projectCollaborated with global clients and stakeholders (Department Heads) to comprehend the business needs, convert them into specific project/ bid requirementsLed 5+ cross-functional teams for budget control, bottlenecks identification, quality, and risk & opportunity assessment based on client requirements across suppliers, sourcing, logistics, design, manufacturing, finance, and project management			
Projects			
Pro-bono consulting with early-stage startup “Metvy” Live Project <ul style="list-style-type: none">Conducted market research to understand user persona and develop user story & identify the gaps in the existing platform, suggesting 10+ improvementsDevise product growth strategy, pricing strategy, and GTM for Metvy to enhance the number of users and increase community engagement			
Potential merger of in Airline Industry: Analysis of the aviation market and preparing valuation & merger strategy IIM-K <ul style="list-style-type: none">As a part of an academic project, analyzed the aviation market to identify the best merger option that would lead to a maximum synergyPerformed market analysis, financial performance evaluation, strategic fit, synergy valuation, and financial modeling for the valuation of a potential merger			
Electric Commercial Vehicle: Industry Study IIM –K <ul style="list-style-type: none">Analyzed the electric commercial bus industry in India to understand market trends, competition, potential growth opportunities, & investment opportunitiesDeveloped business model for EV commercial bus charging stations in India, including revenue streams, cost structures, and NPV analysis			
Education			
Course	Institute	CGPA	Year
MBA	IIM, Kozhikode	3.855/4.33	2023
Bachelor of Engineering	VIT University, Vellore	8.89/10	2017
Certifications			
<ul style="list-style-type: none">Completed Google Data Analytics professional certificate: Demonstrating proficiency in data analysis and interpretation, January 2023			
Extra-Curricular / Achievements			
<ul style="list-style-type: none">Elected member of the Placement Committee responsible for strategizing and organizing the campus placements for PGPBL ’23, IIM KozhikodeHonor: Achieved a Top 5 percentile in CAT, GRE Score of 323, Rank 2 in IIM Kozhikode, and Top 5 percentile in HSC and SSCAwarded Prestigious Chancellor’s Special Achiever’s award, 2016 and Achiever’s award, 2017 for overall performance at VIT universityCo-founder of an NGO, Sanshray, with an aim of up-skill lower strata people by providing skill development training to run small-scale businessNational Winner in Enduro student India (ESI) and Baja SAE India competition 2017, an off-terrain vehicle (ATV) student design & racing competition			