



**SUMMARY**

- Product and program management expert with 3.5 years of hands-on experience in business analysis, market research, product launch and vendor management.
- Successful track record in executing projects in areas such business assessment and envisioning, domain harvesting and gap-analysis, IT strategy and system implementation.
- Worked on various end to end engagements across multiple domains including retail & consumer goods, manufacturing and technology.
- Adept at managing multiple cross functional teams varied across different geographies in a highly matrixed organization.
- Skills: Process improvement, agile, operations management and stakeholder management.

**EDUCATION BACKGROUND**

Degree	Institute	Specialization	Year
PGDM	IPADE Business School, Mexico City	Business Strategy	2015 – 2016
	Indian Institute of Management (IIM), Raipur	Strategy & Consulting	2014 – 2015
B. Tech	National Institute of Technology (NIT), Raipur	Metallurgical Engineering	2006 – 2010

**WORK EXPERIENCE**

**Cognizant Business Consulting**

*Designation – Consultant*

*Jun'16 – Till Date*

- Responsible for product management, feature enhancement and product rollout functions for key Web-based Application and Ticketing Management System.
- Conceptualized, built and closely tracked Requirement Traceability Matrices, along with offshore Development teams, for key feature implementation.
- Conducted Requirement gathering sessions with Client/Onsite to create functional documents and process maps.
- Identified gaps in client's current offerings in Retail, Supply Chain, Ticketing Management, Revenue Reconciliation channels, and Online Store amongst others.

**RSH Retail**

*Designation – Manager*

*Role – Business Analyst*

*May'12– Nov'13*

- Involved in business analysis, product & inventory management and analyzing key product metrics.
- Interacted with marketing, operations, planning and finance team to understand and streamline the business process.
- Developed and implemented a time series based forecasting model in excel for demand forecasting.
- Responsible for planning & managing the supply chain and chalking out a growth path for the enterprise.

**Vedanta Aluminium Limited**

*Designation – Associate Manager*

*Role – Process Engineer*

*Jul'10 – Apr'12*

- Responsible for process improvement and developing resource allocation plans for a production team of 25+ members.
- Collaborated with shift managers to devise strategies for improving all processes from technical design development, to project operational issues and final production stage.
- Chaired daily meetings with the respective stakeholders to review work progress and to discuss plans for future tasks.



- Supported business operations through analysis and implement technology in bridging the gap between business and production teams.

### **POSITION OF RESPONSIBILITY**

#### **Big Web Company**

***Designation – Co-Founder***

***Oct'09 – Jun'10***

- Spearheaded a team of 12 web developers in conceptualizing and delivering customized solution.
- Provided technology solutions for the business requirements, collaborated with technical team for the development of enhancements and supported business in various testing stages.
- Studied client's business processes and prepared case solutions for analyzing trends, market dynamics and competition positioning.
- Client management, working with business sponsors and subject matter experts.

### **INTERNSHIP**

#### **Emami Limited**

***Designation – Consulting Intern***

#### **Market Analysis**

***Apr'15– May'15***

- Conducted a market and focus group study to understand the business ecosystem, market requirements and product pull.
- Formulated product rebranding strategy by coordinating between product team, on-ground team, PR & operations and developed business requirement documents based on the collaboration between cross functional teams.
- Developed a BTL strategy based on analytics driven approach for the transformation of NRXT Brand.
- Prepared an organization structure and maintained a communication channel for the advertising program.

#### **Accenture Live Project**

***Designation – Consulting Intern***

#### **Skill Gap Analysis**

***Sep'14 – Jan'15***

- Assessment of the construction industry to identify the key job roles leading to development of the occupational map.
- Performed functional analysis along with KSA analysis for the identified job roles and carried out a demand supply analysis for the key occupations in the construction industry.
- Designed key performance indicators along with program managers to ensure proper targets and quality of the program are met.
- Effectively and accurately communicated relevant project information to client and vendor team.

#### **InnoBytes Technologies**

***Designation – Consulting Intern***

#### **Digital Marketing Strategy**

***Jan'15 – Jun'15***

- Decided vision of the program through an analytics driven prioritization strategy.
- Analyzed the products and services offered to determine the target segment and their preferences.
- Successfully managed and transitioned clients program restructure from client managed to crowd sourced program.
- Reviewed and redesigned the creative contents to enhance the user experience of the website.
- Improved and enhanced the online presence of website by making leveraging the extensive reach of social media marketing platforms.



**ACHIEVEMENTS**

- Received GEM Award (Going the Extra Mile) at CBC for an exemplary client program launch and analysis
- Owned and managed a web development company which delivered 100+ Web Development Projects to various national and international clients.
- Certified Six Sigma - Green Belt practitioner.
- Identified key business opportunities and suggested recommendations which resulted in an increase of sales by 30% for year 2012-13 at the RSH retail.
- Consistently rated excellent for performance across all previous organizations.