

ACADEMIC QUALIFICATIONS

Year	Degree/Examination	Board/University
2016	PGDM	IIM Calcutta
2012	B.Tech (Electrical)	IIT Madras

Academic Achievements

- Among **top 1%** in **Indian Physics Olympiad**; All India Rank **489** in **IIT JEE '08**; AIR of **2409** in **AIEEE**; State Rank **1596** in **EAMCET**
- Submitted **white paper** on Power systems Optimization; being used as **case study in Power system** optimization course at IIT Madras
- Awarded **Merit scholarship of tuition fee waiver** at **IIT Madras**; Received a **merit scholarship** for tuition fee waiver in school
- Research Areas: **Organizational behavior**, building **innovative & sustainable organizations**, Product **design & strategy** management

Key Projects

- Designed** Home Automation System, Analyzed **Market requirements**, Proposed **product roadmap** and vision for the organization
- Winning Strategy** for Indian National Congress for **Punjab State Assembly Polls** and secured **victory in 77/117** Constituencies
- Developed **sourcing strategy** for **Connected Car & Telematics** for Tata Motors; Reduced cost of **75 million INR annually**.

WORK EXPERIENCE

Modak	Project Manager	Sep'19 – till date
Responsibilities	<ul style="list-style-type: none"> Assist Product Manager in strategizing, developing & marketing Enterprise Data Management Platform Administered Design, Develop & Deployment of MVP for Enterprise Data Fabric Platform in under six months Mentor a team of 20 engineers & testers to achieve coding excellence in performance, quality & user experience 	
Product Strategy	<ul style="list-style-type: none"> Co-ordinate with Technical Architect, design & dev leads in creating design documents for future development Conduct Market research, competition analysis, customer interviews to identify new product requirements. Interacted with Gartner analysts, experts, customers in understanding various technological trends in Big Data 	
Key Initiatives	<ul style="list-style-type: none"> Operationalized Marketing activities; Installed Quality Assurance department; Designed customer service strategy Implementing tailored agile devops processes to foster innovation, creativity & leadership & ISO standards Maintaining relationships with external partners; Assisted in sales demo; Built customer intelligence. 	

Freelance Consultant

Jun'17 – Aug'19

Camomile Healthcare	<ul style="list-style-type: none"> Developed IT infrastructure roadmap and implementation strategy for a network of 15 cancer hospitals Operations optimization through data analytics & vendor rationalization for a large pharma company Business planning and project implementation for a dialysis center in Hargeisa, Somaliland.
FoodStreet.in	<ul style="list-style-type: none"> Standardized work scheduling of chefs and logistics partners; Streamlined purchase & sourcing processes Organized marketing activities in Mysore region & successfully generated revenue of 40,000 per month. Fund Raising – Successfully generated investment lead by an elevator pitch for initial round of interaction.
Blusing Automation	<ul style="list-style-type: none"> Consulted tech start up Blusing Automation in areas of Product Development, Manufacturing & Sales Analyzed home automation industry & designed product pipeline best suitable for Budget Indian homes. Assisted in Sales; Generated sales for 400 homes; Installed trail devices in more than 40 homes.

Indian PAC

Associate Consultant

May'16 – May '17

Achievements	<ul style="list-style-type: none"> District POC for strategizing & implementing election campaign activities for INC in State elections; won 3/4 seats. Analyzed voter behavioral patterns & strategized campaigns to maximize reach and impact; Secured victory Established war room for regular updates & immediate corrective actions on polling day, pivotal in victory.
Roles & Responsibilities	<ul style="list-style-type: none"> Generated 1 lakh registrations; Organized party unit in 12 zonal committees to cover 60,000 households in 15days Mentored a team of 3150 volunteers; Conceptualized robust feedback mechanism for various political inputs Assembled 15000 attendees for HalkeVichCaptain; Co-Managed the event with budget of 150,000 INR
Key Initiatives	<ul style="list-style-type: none"> Organized regular General Body Meetings; ensured collaboration with party unit & to curb infighting Reports generated – Candidate analysis, Opposition analysis, Candidate Docket, FGDs, influencers list FB page (FaridkotDaCaptain) – avg of 4 posts/day; 8000+ organic likes; 4 major digital media campaign

Tata Motors

Strategic Sourcing Group

Aug'12 – July '14

Buyer- Purchase E&E	<ul style="list-style-type: none"> Single POC for commercials and negotiations pertaining to infotainment systems for all Tata Vehicles Responsible for price settlement, supplier nomination & negotiating for infotainment with INR 1 billion APV. Achieved INR 75 million cost reduction annually, through VA/VE, resourcing, commercial negotiation
Connectnext forum	<ul style="list-style-type: none"> Analyzed market trends in consumer electronics products to conceptualize strategy for connected car ecosystem. Proposed and initiated new sourcing strategy with independent sourcing of software and hardware components Initiated sourcing for cloud-based mapping, smart phone & data connectivity for future Tata Vehicles.
Key Initiatives	<ul style="list-style-type: none"> Maintained Cost Reduction (CR) idea bank worth INR 1billion; Deployed commercial settlement dashboard Analyzed accounting ratio to achieve INR 100 million saving; Analyzed SAP BW reports & identified CR events
Graduate Engineer Trainee	<ul style="list-style-type: none"> Customer Service - Adjudged best in City; Mentored workers on '5S'; Implemented World Class Quality SQIG (BIW) - Ensured 100% recurrence prevention; Ensured 100%QC; Reduction from 448 to 92 PPM Standardization - Implemented 16 new kaizen ideas; Formulated SOPs; increased productivity by 3 %

POSITIONS OF RESPONSIBILITY AND EXTRA CURRICULAR ACHIEVEMENTS

Campus Activities	<ul style="list-style-type: none"> Student council member IIM C; Elected unanimously with more than 91% votes as Hostel Mess Representative Devised performance management for Union workers & started Day Canteen, Ice cream and juice shop Solo -travelled some parts of India to understand different cultures and lifestyles; Trekged 56 kms in Himalayas
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