

NIDHI PRIYA

E-mail: choudhary.nidhi92@gmail.com

Phone: 9130083785/9921092388

SUMMARY:

Experienced in market analysis, assets/investment strategy, business modelling and cost & capability estimation in Business Development and further, looking after its execution part from demand review till method optimization with focus on learning curve in Project Management.

BUSINESS DEVELOPMENT:

- Market analysis with major focus on enhancing the core business in line with the company strategy.
- Enquiry handling for Build to print enquiries from PIA till Offer finalization including:
 - Material and process identification, Cost estimation, Capacity & Capability assessment, Capex selection & calculation and Contract Negotiations.
- Proposing various Business Models on new opportunities and potential business and Contract negotiations & management.
- Order Analysis and maintenance of customer database in CRM.
- Single focal contact point for proposals/enquiries from various OEMs like Airbus, Airbus Helicopters, Stelia Aerospace, PFW Aerospace, Ruag Aerostructures, Dassault Aviation and HAL Aerospace program.
- Experience in filing and documentation of Industrial License for the organization.
- Maintenance of Proposal Tracking Sheet and Customer Relations Management (CRM).

PROJECTS RESPONSIBILITIES/EXPERIENCES:

- Customer: RUAG Aerostructures, Dassault Aviation, Rolls Royce, HAL and AERDC
- Monitor and review program performance based on the deliveries, rejections and payments quarterly via MIS reports.
- Working as single focal point for all customer interaction and commercial communication.
- Present project schedule to customer with detailed plan on Investments, Infrastructures, Raw material & tool (NRC) procurement, vendor development, Installation and commissioning of machines, Manpower and its Training till FAI of parts.
- Customer Satisfaction survey for all ongoing projects and proposed action plan for improvisation.
- Experience in Fixture concept development for Rolls Royce engine parts.
- Assembly line: Brief study on bottleneck stations, resources involved, consumables and cycle time improvisation to achieve learning curve.

PROFESSIONAL DEVELOPMENT:

- Seminars/Events:
 - Participation in **AERO INDIA 2019 and 2017** as an exhibitor to showcase the company capabilities and capacities at a global platform.
 - Attended **Business Partners' Meet at HAL**, Bangalore to explore opportunities for fuselage section offloads.
 - Attended **Army Industry Interaction Meet** at Sahyadri Army School, Nashik.
 - Active Member of HR Mentor team responsible for organising various events and CSR activities.
- Trainings:
 - Certificate training on Finance for Non-Finance.
 - Training on Autodesk Inventor Suite.
 - Training on Advanced Excel suite.
 - Training on Basic and Advanced Communication skills.

SKILLS:

- Technical:
 - AutoCAD, Autodesk Inventor (3D modelling), PRO-E (Basics) and C language (Basics)
 - SAP (Sales Module), CRM, Autodesk Inventor Suite, Microsoft Office Suite including PowerPoint, Word and Projects.
- Basic understanding of material properties used in aerospace.
- Languages known: English, Hindi and German (Basics).

ACADEMICS:

- Senior Secondary School: CBSE in year 2008 – 93%
- Higher Secondary School: CBSE in year 2010 – 83.7%
- Graduation: B.E. in Mechanical from VTU, Belgaum: 2011-2015 – 75%

PERSONAL INFORMATION:

- Name: Nidhi Priya
- Organization: Bharat Forge Aerospace: Jan 2019 till present.
- Previous Experience: TATA Aerospace and Defence: Aug 2015 to Dec 2018
- Work Location: Pune
- Date of Birth: August 28, 1992

KEY ACHEIVEMENTS:

- TAL Manufacturing Solutions Ltd:
Completed Tooling concept and vendor development for critical aero engine parts in a span of 06 months.
- TAL Manufacturing Solutions Ltd:
Won an order for Ruag Aerostructures GmbH, right from cost estimation till contract signing and completion of FAIR parts.
- Bharat Forge Ltd:
A Business Model for Manufacturing, Assembly and Testing of Helicopters with detailed land & infrastructure, investment & assets, project schedule and manpower estimation divided in phases of production.