

Shashi Suman

31 Years, Male

+91-8943428493 | shashi.suman.iimk@gmail.com

INTRODUCTION

<i>Key Competencies</i>	Management Consulting, Business Analysis, Business Strategy and Operations, Project Management, Data Analytics & Dashboards, Business Intelligence
<i>Tool Acquaintance</i>	MS Excel, MS PowerPoint, MS Word, MS Projects, Tableau, Python

EDUCATION

Indian Institute of Management, Kozhikode <i>Master of Business Administration</i>	Kozhikode, India March 2014
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Ecole de Management, Strasbourg <i>International Exchange Program</i>	Strasbourg, France December 2013
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Manipal Institute of Technology <i>Bachelor of Engineering in Electronics & Communication</i>	Manipal, India May 2012
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CERTIFICATIONS

Certified Project Management Professional (PMP®) <i>Project Management Institute</i>	December 2020
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PROFESSIONAL EXPERIENCE

CARE India <i>Senior Manager – Strategy and Data Operations</i>	India Jan 2019 – now
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- Developed holistic **project proposals and budgets** for international donors leading to successful funding
- **Leading a team** of 25 people for attaining organizational goals for strategy and data analytics
- **Coordinated with partner and donor organizations** for forming consortiums and program implementation
- Carried out **brand building and dissemination activities** through social media, website, newsletters etc.
- Operationalized **business intelligence solutions** and conducted advanced analytics to identify opportunities
- **Led the fundraising, marketing communication and digital presence** vertical across India
- **Developed and deployed** the monitoring and supervision application for 80,000 workers in the field
- **Continuous data analytics across verticals** to come up with intelligence for improving performance
- Led the conduction of **staff engagement and motivational activities** for 2000+ employees
- Recommended and implemented **special projects** across multiple verticals – e.g. Ambulance monitoring

Takshashila Consulting (Strategy Consulting) <i>Junior Engagement Manager</i>	India
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<i>(Previous Positions: Senior Consultant, Senior Business Associate)</i>	June 2014 – December 2018
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- Worked as a **strategy consultant** and dealt directly with Directors, Government Administrators, and other key stakeholders in the client organization
- Strategic Project Management
 - Prepared and implemented **comprehensive roadmaps** to achieve the long-term goals for clients
 - Led teams of **5-10 consultants** to prepare **project proposals** tracked progress across verticals and reported results to multiple internal and external stakeholders
 - Set-up and led **Project Management Office** along with **War Room** for a leading client
 - **Led client teams of 30+ employees** to develop and implement detailed program implementation plan
 - Conceptualized, implemented and tracked progress through **dashboards** to be used at various levels
 - Developed and tracked **MIS** with **Key Performance Indicators** for **300+** employees
 - Conceptualized and implemented the **go-to-market strategy** for a leading client in manufacturing sector
 - Devised the **post-acquisition launch strategy** for a leading client to enter a new market

- Advised and implemented **dealer appointment policies** and **performance improvement measures** leading to decrease in number of credit days by 25%
- Business Process Reengineering/Process Improvement
 - Conceptualized organizational restructuring and carried out **change management** for 1500+ employees to align the structure with the organizational strategy and long-term vision
 - Conceptualized and implemented a comprehensive **HR Rationalization** plan for 2500+ employees leading to improved utilization of resources (increased from 60% to 95%)
 - **Identified bottlenecks** in payment processes and implemented corrective measures for 80,000 employees – payment delays reduced from 60 days to less than 30 days
 - Re-engineered the **operations and management of a fleet** of 1000+ vehicles across 38 geographies – introduction of GPS based tracking and automated billing mechanism
 - Designed and implemented the **procurement policy** for procurement of drugs and equipment leading to more than 70% rate contracts in place within 120 days of introduction of policy

ACHIEVEMENTS

- Awarded ‘Academic Distinction’ for outstanding academic performance at MIT Manipal, India
- National Winner at the “O2 Clean-Tech Business plan competition” held at ISB Hyderabad, India

ACTIVITIES & INTERESTS

Interests: Travelling, Travelogue writing, Story Writing