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| [**naveenkumar.chowdari@gmail.com**](mailto:naveenkumar.chowdari@gmail.com) **+91 8882206307**  Education & Credentials   * **Post-Graduate Program in Finance & Strategy –** Great Lakes Institute of Management, India in 2013 * **B.E. (Mechanical Engineering )** from Jawaharlal Nehru Technological University in 2008 * Experienced in working on **MS Office**, **SQL & Qlik sense** * Certified in **Data science course from Udacity** (Python Data analysis – Pandas and Numpy, SQL & Machine Learning). - 2018 * Certified in **IOT Basics Course from Edureka – 2020.** Learnt it for Business development in Railway IIOT space. * Certified **Research Analyst | Registration Number: NISM-201900066922., National Institute of Security Markets, India.** |
| **Executive Profile**   * Lead three (3) acquisition assignments successfully during the last 7 years. Lead teams independently reporting to CXO / C-suite levels in the organization providing Business consulting. * Project management: Credited with architecture and implementation of initiatives like Data analytics, IIOT, and ERP etc., to achieve success in Cost savings, Sales growth, and enhance productivity of Operations. * A Data translator and technology geek with demonstrated capability in understanding, analyzing & summarizing large sets of data, and articulating presentations for review of executive functions. * Worked as Chief of Staff, reporting to Executive office for more than 6 years. Involved in wide gamut of business planning, corporate strategy and development work.   **Professional Experience**    **Jun’18 – Present with Apna technologies – Corporate development and Business planning.**  **Key Result Areas:**   * **Corporate Development:** Currently working in pre-sales and business development of IIOT diagnostic systems.   + **L1 in 200 crore worth of orders** with a pipeline of more than 2000 crores in Railway diagnostics space (using IIOT).   + Lead acquisition of company (Apna Technologies pvt. ltd. [www.apnatech.com](http://www.apnatech.com) ) into parent company (patil group).   + Travelled extensively in Europe and identified companies in Railway technology. Formed partnerships for Transfer of technology and joint ventures for participation in tenders.   + Travelled within India and met with potential clients, gathered market information, and identified the scope to expand the market size.   + Involved in tender documentation preparation and techno-commercial quotes (RFQ) submission. * **Other projects in Strategy / Financial :**   + Prepared a 5-year growth plan for the company to pursue emerging business opportunities. Estimated fund requirement and drafted a plan to raise mode of funds (From IPO, Debt, Private equity).   + Implemented an IOT tool for 20 factories for predictive based condition monitoring ([www.minto.ai](http://www.minto.ai)).   + Involved in hiring the KMP (Key Management personnel) during the set-up of new Business units, prepared Key performance metrics for all executive reporting functions.   + Has been a part of review meeting along with the executive office. Drafted and shared minutes of meeting for further follow-up and review.   + Coordination with Investors for Road-show presentations. * **Market research and competitive Intel –**   + Shared recommendations & insights regarding trends in industry   + Ad-hoc research on new business opportunities and presentation with case studies.   + Facilitated Chairman to coordinate for meetings, Calendar management, and preparation of Ad-hoc presentations.   Previous Experience |
| **Dec’15 – Jan’2018 with Billion Smiles Hospitality, Bengaluru as Manager – Strategy and Planning**  **Key Result Areas:**   * Formulated the **organizational strategy, growth plan, and Annual business plan** for 5 years and presented to the investors. * Conceptualized **business strategy/ GTM and strategic consulting** on problem-solving, gap analysis, risk analysis, and cost-benefit analysis. * Lead a team of 10 members to implement across organization that improved business metrics significantly.   + Project 1: Implementation of **Data visualization tool - Qlik Sense for regular review of Dashboards, KPIs for Management**. This enhanced the visibility of performance of various metrics across all functional departments.   + Project 2: Implemented ERP and built an Automation tool for Recipe management and Menu planning. |
| **Highlights**:   * Improved business metrics through regular review and presentation of P&L, Supply Chain Management metrics (rate comparison of purchased items & consumption analysis), Operational metrics (wastage analysis in restaurants & food services, analysis of production yield, review of account / outlet wise performance, Customer feedback). * ERP implementation and Recipe automation: Brought visibility across across Supply Chain & Menu planning saving costs and wastage. * Developed the GTM strategy for catering business segment and structured metrics to track performance   **Jan’15-Dec’15 with Toshiba Water, Noida as Business Transformation Lead reported to CEO**  **Highlights:**   * Administered the M&A Process including due diligence, market research inputs, competitor tracking and monthly performance presentations to the investors(IVFA Private Equity and Toshiba Tokyo) * Conducted ad-hoc research & analysis on business performance parameters, prepared annual operating plan and roadmap of five year plan to investors * Implemented departmental SOPs, functional reporting structure, instituted key processes & metrics and internal audit compliance * Prepared and maintained databases on new business pipeline, competitive intel, key financial metrics & latest forecasts   **Oct’13-Jan’15 with SPML Infra Ltd., Gurgaon as Financial Analyst to CEO- Corporate Strategy**  **Highlights:**   * Managed Fund Raising (QIP) tasks, coordinated with Bankers in due diligence process and finalized financial model * Prepared cash flow projections for next 3 years to determine the working capital limit requirements * Generated the Gap Analysis Report and Initial Coverage Report for board meetings based on financial models * Delivered presentations to investors for fund raising and to the Board of Directors on performance of business units. * Reviewed ongoing projects, updated the cash-flow situation, billing & collection details to the CEO on regular basis   **Jun’13-Oct’13 with GE-India-Shelka Marketing, Delhi as Manager – Services (North India Division)**  **Highlights:**     * Conducted product launch of GREE Air conditioner in North Indian Market and established service franchisee * Rebuilt the existing service delivery system into a profit center from the loss making division   **Jun’08-May’12 with GMR Group, Delhi as Junior Manager-Mechanical**  **Highlights:**     * Worked as a Junior Manager – Mechanical Engineering in HVAC and MEP projects. * Project Management – Managed project delivery schedules and provided MIS for management review. * Involved in Airport inauguration and Trial run operations. * Worked as a Maintenance Engineer. Coordinated with Air-side and operations team to resolve operational complaints.   Extracurricular Activities   * Acted as School People Leader during SSC through voting held amongst 700 students * An Avid reader of Multi-disciplinary fields – Behavioral Finance/ Value investing, Psychology, Science fiction and Technology. |
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