



Aditya Jarande

Professional Experience : 9+ years

Since November 2022:

Business Development Manager
Fine Organics Industries Limited

February 2019 – October 2022:

Assistant Manager – Research & Development
Arabian Petroleum Limited

July 2015 - February 2019:

Lab specialist
Arabian Petroleum Limited

Education

**M.S – Organic Chemistry,
First Class**

Languages Known

- English
- Hindi
- Marathi

Key Projects & Deliverables

- **Strategic Business Development:** Successfully handled an annual business portfolio of approximately \$5 million USD, ensuring steady growth and profitability.
- **Team Leadership:** Managed and led a diverse team of 10+ professionals, fostering collaboration and efficient workflow to meet organizational goals.
- **New Product Development & Optimization:** Spearheaded the development of new products and optimized existing offerings to enhance market competitiveness and customer satisfaction.
- **Technology Deployment:** Led the successful setup of an entire additive product line at Fine Organics, which became a key growth driver for the business and organization.
- **Export Expansion:** Played a major role in driving export initiatives, contributing significantly to expanding the company's international footprint and increasing revenue from overseas markets.
- **Operational Efficiency:** Introduced process improvements and streamlined operations across various stages of product development and production, resulting in cost savings and enhanced delivery timelines.
- **Customer Relationship Management:** Strengthened relationships with key stakeholders and clients, enhancing market penetration and increasing repeat business in both domestic and international markets.

Skill-set competency & Expertise

- **Functional Domain** – Business Development, Technical sales, Project Management, Process Development, Team Leadership , Customer Relationship management, Strategic Planning & Execution
- **Technical Skill-Set** – Product Development, Research & Analysis, Oracle CRM, Laboratory Analytics, Process Instrumentation, Vendor Development & Management, MS Office, SCADA(Supervisory Control and Data Acquisition),Value Engineering



Ajitpal Singh Rana

Professional Experience : 20+ years

Since Dec 2020:

GM Commercial Operations, **JSW Steel Ltd, Navi Mumbai**

Sep 2011 - Dec 2020:

AGM Commercial Operations
Vedanta Ltd, Jharsuguda

Nov 2008 – Sep 2011:

Engineer Project Sourcing – **ABB Global Industries & Services Ltd, Bangalore**

July 2007 – Oct 2008:

Purchase Officer **Tata Power SED, Blore**

Sep 2004 – Jul 2007:

Assistant Manager - Utilities
JSW Steel Ltd, Vijaynagar

Education

B.E – Mechanical

Sri Jayachamarajendra College of Engineering, Mysore

Key Projects & Deliverables

- Led Procurement portfolios worth \$120Mn - \$150Mn annually at JSW Steel and Vedanta, delivering significant cost reductions via Strategic Sourcing, Contract Consolidation and various procurement initiatives.
- Anchored Procurement Transformation at JSW Steel, Dolvi achieving 95% transaction reduction in P2P process and enhanced operational efficiency.
- Delivered long term Sourcing Strategies in procurement including Smart Pot Digitalization Contracts for VL Smelter.
- Spearheaded VMI and reverse engineering initiatives for critical spares, achieving significant inventory optimization and cost savings.
- Drive continual improvement programs such as Supplier Performance Evaluation, Supplier Rationalization, Supplier Satisfaction to enhance Supplier partnerships.
- Developed Process Automation initiatives (RPA/BOT) for repetitive activities in procurement.

Skill-set competency & Expertise

- **Functional Domain** – Strategic Sourcing, Procurement, Contracts Management, Category Management, Inventory Management, Supplier Negotiations, Supplier Development and Audits, Stakeholder engagement and Supply Chain Optimization.
- **Technical Skill-Set** – SAP S4 Hana, SAP Ariba and Oracle 11i

Languages Known

- English
- Hindi
- Kannada

Achievements

- Declared as **Future Fit Leader** at JSW in 2023
- Recognized as **STAR of Business** at Vedanta Ltd.
- Recognized as 10 Best Commercial Leaders in India in 2024 by Tradeflock



Amit Kumar

Professional Experience : 16+ years

Since April 2025:

Senior Manager-Consumer Lubes, **HQO**

April 2024 – March 2025:

Senior Manager Business Development,
LUBES HQO, HPCL

April 2021 – March 2024:

Senior Manager, I&C Jodhpur, Industrial

August 2016 – March 2021:

Area Sales Manager-Dehradun, LPG

April 2012 – August 2016:

Senior Operations Officer

Ajmer LPG Plant (RJ), HPCL LPG SBU

Jun 2008 – Mar 2012:

Operations Officer

Raipur LPG Plant (CG), HPCL LPG SBU

Education

B-Tech –Electrical & Electronics Engg.

National Institute of Technology,
Hamirpur (H.P.)

Key Projects & Deliverables

- **Business Development:** Designed & Implemented CRM PAN India for Lubes SBU, Inventory Control Mechanism & implementation
- **Revenue Maximization:** Building and managing key business relationships, negotiating high-value contracts, and executing data-driven sales strategies to enhance profitability. Experienced in developing scalable business models.
- **Initiatives Implementation:** Implemented Pradhan Mantri Ujjwala Yojana, driving LPG penetration in UK, and leading digital transformation initiatives for channel partners. Strong expertise in stakeholder management, data-driven decision-making, and executing government-backed initiatives.
- **Sales & Network Expansion:** Result-driven with a record of market growth, expanding channel partner expansion, increased footprint in B2B business
- **Operations Management:** Experienced LPG Plant Operation specialist in operations, purchase, project handling & innovation with safety standards

Skill-set competency & Expertise

- **Functional Domain** – Business Development, Project Management, Competitive Bidding Solutions, E-tendering, Control System Design & Detail Engineering, Vendor management, Clean Sheet Negotiation.
- **Technical Skill-Set** – Dealer Management System, Customer Relationship Management, Plant Automation, Project Planning & implementation

Languages Known

- English
- Hindi

Certifications

- Certified Petroleum Manager, UPES
- Supply Chain Management, IIM Mumbai

Recognition

- Outstanding Achievement (2014)
- Best Sales Officer, I&C (2022, 2023)



Ashish Asrani

Professional Experience : 6+ years

Since October 2024:

Senior Consultant

Digile Technologies

Dec'2023 – Oct'2024:

Consultant

Charter Global

Mar'2022 – Nov'2023:

Senior Associate Consultant

Infosys Ltd

Dec'2019 – Mar'2022:

Software Analyst

Accenture Solutions pvt Ltd

Education

B.E – Mechanical Engineering

SPPU, PCCOER, Pune

Key Projects & Deliverables

- Experience on Siebel Product Configuration, attribute adjustment, Siebel Configuration, Scripting, Workflows, vanilla telecom workflows, building & debugging SQL procedures
- Experience managing project deliverables for clients like ADP, Vodafone NZ, Vodafone UK, CEVA Logistics with project methodologies (Agile, Waterfall, Hybrid)
- Outstanding Siebel and Order management debugging abilities, active involvement in the full software development cycle from requirement collection and analysis to post-production deployment
- coordinated the company's ISO and SSAE-18 audit while overseeing several stakeholders
- Thorough knowledge of the selected CRM (Salesforce, Siebel CRM, or Servicenow) and familiarity with CRM module customization

Skill-set competency & Expertise

- **Functional Domain** – CRM Development, Project Management, Competitive Business Solutions, Delivery Management, .
- **Technical Skill-Set** – Oracle Siebel CRM, Salesforce CRM, Frontend & Backend CRM Development, MS Office.

Languages Known

- English
- Hindi
- Sindhi
- Marathi

Certifications

- Salesforce PD1
- Salesforce Omnistudio
- Salesforce CPQ
- Siebel CRM



Islam Ali Chowdhri

Professional Experience : 6 years

Oct 2024- till now

Manager- Engineering
Tata Projects Ltd.

Dec 2023 – Oct 2024:

Process Engineer
Petrofac India Pvt Ltd.

August 2022 – Nov 2023:

Process Engineer
Kent Engineering India Pvt Ltd.

May 2019 - Aug 2022:

Assistant Engineer, Project
Gujarat Alkalies and Chemicals Ltd.

Sep 2018 – April 2019:

Junior Engineer,
VJTI college

Education

B.E – Chemical Engineering

BVCOENM, University of Mumbai

Key Projects & Deliverables

- **Project Management:**
Oversaw activities of piping and equipment erection, structure and civil work unit-wise, Punch list, Mechanical completion, vendor expedition, involved in IBR approval, participated in daily progress reports, weekly meetings, pre-commissioning & commissioning activities of CLM and CTC projects.
- **Front End Engineering:**
Prepared documents: P&ID, PFD, line list, equipment list, datasheets, hydraulics report, PDS, and flare simulation report.
Calculations: Blowdown and Depressurizing, PSV sizing, Heat exchanger sizing, tank sizing Flare sizing, Surge analysis, and hydraulics.
- **Detailed Engineering :**
Prepared TBE of Heat exchanger, Vendor offers review, P&ID update, TQ preparation, Vendor PDS and Package documents review.
- **Plant Operation:** DCS operations of Chloromethanes plant and tank farm, plant troubleshooting, root cause analysis, issue permits for maintenance and preparation of SOPs.

Skill-set competency & Expertise

- **Functional Domain:** – Project Management, Plant operation & Process Engg.
- **Technical Skill-Set:** P&ID, PFD, HMB, Surge Analysis, PSV, Flare Model, Depressuring & Blowdown, Hydraulics, Compressor Settle-out, Heat Exchanger Design, Aspen Hysys, Aspen Plus, AFT Fathom, AFT Impulse, AFT Arrow, OLGA, Pipesim, MS Office, MS Project, Power BI, MS Visio.

Languages Known

- English
- Hindi
- Marathi
- Urdu

Certifications

- Project Mgmt.
- Power Bi
- AFT and Flaresim

Research Paper

<https://pubs.acs.org/action/showCitFormats?doi=10.1021/acs.jpcb.9b03026>



Himani Ramchandani

Professional Experience : 8.5+ years

Since July 2023:

Sales and Business Development Manager
Zzazz Inc

May 2018 – July 2023:

Senior Sales Analyst - Operations
Personiv an eClerx Company

Aug 2017- May 2018:

Sales Associate
Praxis Services Pvt Ltd

June 2016 – July 2017:

Sales Operator
Deepak Agencies

Education

Political Science Hons.,
Miranda House
Delhi University

Key Projects & Deliverables

- **Surpassed sales targets** every single month throughout the career, demonstrating a strong track record of success.
- Expertise in **onboarding, negotiating and closing deals with clients**, ensuring mutually beneficial outcomes.
- Have diligently worked in industries of **telecommunications, hospitality** and currently exploring the arenas of **artificial intelligence** along with **International** exposure.
- Mastered the skill of **upselling and cross selling**.
- **Formulate and implement long-term strategies and plans** aimed at continuous process improvement.
- **Winback Project** : Successfully spearheaded the *Wingback Campaign*, an initiative focused on reconnecting with former clients to understand their reasons for departure and offering personalized solutions beyond financial incentives. Each returning client was assigned a dedicated customer experience representative available 24/7. The campaign resulted in a 23% increase in revenue, showcasing the impact of relationship-building and personalized service.

Skill-set competency & Expertise

- **Functional Domain** – Sales, Upselling, Business Development, Presentation, Customer Service, Customised Solutions, Lead Generation, Ad Sales, Cross Selling.
- **Technical Skill-Set** – Team management, Client onboarding and Partnerships, Loyalty and Retention, Partnerships, CRM, MS Office.

Languages Known

- English
- Hindi

Awards

- Best Sales Expert
- Star Performer of the Year
- Hall of Fame
- Star Struck Performer
- Best Performer Sales
- Employee of the Month
- Extra Miler
- Fortnight Performer.



Komal Agrawal

Professional Experience : 6+ years

Dec 2024 – till date:

Operation Manager- GSF Prime Now **Amazon seller services private limited**

Dec 2023 – Dec 2024:

Regional Quality Manager-West in **Amazon seller services private limited**

Sep 2021 – Nov 2023:

ICQA Manager – Multiple Fulfillment Centers (BOM4, BOM5, BOM7), Amazon India

Aug 2019 – Aug 2021:

Area Manager I – **Amazon seller services private limited**

Jan 2019 – Jul 2019:

Intern – **Amazon seller services private limited**

Education

Birla Institute of Technology, Mesra – Ranchi, IN

B.E. in electronics and communication, July 2019

Key Projects & Deliverables

- Led **INFC Quality Roadmap**: Bin Standardization, LC vs QC analysis, and Pick Short Reduction (~5% network reduction).
- Achieved **91% PIM 2.0 adoption** in West FCs, exceeding target ahead of peak.
- Standardized **quality governance**: Weekly Quality BOOSTERs, GOT audits, and Interactive Aisle 2.0 across sites.
- Improved operational efficiency at BOM5 through **one-day planning** and **VCPU optimization**.
- Facilitated **Synergy 1.0 & 2.0** to enhance L4+ manager capability in leadership, time management, and analytics.
- Drove **defect cleanup** in BLR7 and AMD2 by tracking CTQ indicators and IRDR DPMO.
- Core contributor to **Project AASHA**, optimizing TAPF kitchen costs.
- Collaborated on **regulatory ASIN SOPs** and improved RTS via **OORI portal revamp**.

Skill-set competency & Expertise

- **Operational Excellence & Quality Leadership**: Proven ability to drive end-to-end process improvements across inbound, outbound, and ICQA through standardization, defect reduction, and FTR culture.
- **Cross-Functional Collaboration & Scalable Mechanisms**: Skilled in leading programs by aligning stakeholders, leveraging data for decision-making, and building mechanisms that scale across regions and functions.

Languages Known

- English
- Hindi

Certifications

- Builders Award
- My FC my pride (3 times in 2022 and 4 times in 2023)
- Invent and simplify (2 times in 2022 and 1 times in 2023)
- Rising Star (1 times in 2022 and 3 times in 2023)



Kritika Jain

Professional Experience : 14+ years

Since Jan 2025:

Agile Coach, Scrum Master
Rockwell Automation

Oct 2021 - Jan 2025:

Associate Project Manager, Digital Transformation Projects
Rockwell Automation

Dec 2018 – Oct 2021:

Scrum Master, Test Lead, Banking, and Industrial Projects
Accenture, India

Apr 2017 – Dec 2018:

Team Lead, Banking Projects
Accenture, India

Nov 2011 – Apr 2017:

Software Quality Professional, Banking, Hospitality and Ecommerce Projects
Accenture, India

Education

B.Tech – Electronics and Communication Engineering

MAIT, Guru Gobind Singh Indraprastha University

Key Projects & Deliverables

- **Agile Transformation:** Leading in Agile Coaching and Scrum Master roles, driving seamless adoption, enhancing collaboration, and improving delivery efficiency across teams.
- **Digital Performance Management System:** Led the development of a data-driven system as Project Manager and Test Lead for a pharmaceutical client, improving operational visibility and driving excellence in process efficiency.
- **Lean Six Sigma Optimization for Golden Batch Process:** Supported process improvement initiatives as Associate Project Manager, enhancing workflows, increasing productivity, and driving customer satisfaction.
- **Industry-Wide Expertise:** Led and contributed to high-impact projects across banking, insurance, e-commerce, and pharmaceuticals, driving digital transformation and enhancing performance across diverse sectors.
- **Strategic Change Management:** Enabled successful transitions across diverse teams and geographies, fostering adaptability and continuous improvement.

Skill-set competency & Expertise

- **Functional Domain** – Project Management, Process Improvement, Scrum Coaching, Agile & Digital Transformation, Change Management, and Quality Assurance for Software and service deliveries.
- **Technical Skill-Set** – Jira, Azure Devops, Confluence, MS Project, Miro, MS – Word, PowerPoint, Excel (Macros), ALM, QTP, TFS.
- **Industrial Domains** – BFSI, Pharma & Fertilizers, F&B, Mining, Ecommerce, Travel and Tourism and Payments.

Languages Known

- English
- Hindi

Certifications

- Six Sigma Yellow Belt, AIGPE
- Six Sigma White Belt, AIGPE
- Process Improvement and Process Mapping Expert
- Prince2 Practitioner
- Prince2 Foundation
- PSMI, CSM



Lucky Sharma

Professional Experience : 16+ years

Since 03 November 2008:

Chief Manager, Project and Engineering in
Indian Oil Corporation Limited

Education

B.Tech from MANIT, Bhopal

Key Projects & Deliverables

Played a key role in the conceptualization, planning, and design of diverse infrastructure projects, ensuring alignment with client expectations, regulatory requirements, and sustainable development objectives.

Led the execution and construction phases, effectively coordinating with multidisciplinary teams, contractors, and consultants to ensure on-time delivery, budget control, and adherence to quality standards.

Managed the commissioning and handover process, overseeing operational readiness, system testing, performance validation, and documentation to achieve successful project completion and client satisfaction.

Progressed demonstrating consistent growth in leadership and technical expertise; currently overseeing multiple infrastructure projects, handling full project lifecycles, stakeholder engagement, and risk management.

Skill-set competency & Expertise

- **Functional Domain** – Financial Modeling, Financial Planning & Analysis, Valuation & Project Feasibility, Profitability Management, Fund Raising, Secondary & Primary Market Research, Data Analysis, Internal Audits & Risk Analysis, Process Improvements, Product Development, Budgets, Business Plans, Variance Analysis, Business Development, Project Management.
- **Technical Skill-Set** – Excel, MS Project, Primavera, AutoCAD, BIM workflows, CRM Tools.

Languages Known

- English
- Hindi

Certifications

Cutting Edge, MDI
Gurgaon

Certified Project
Management, MDI
Gurgaon

Certified Petroleum
Manager, UPES,
Dehradun



Manashree Chhabil Shah

Professional Experience : 6.5+ years

- Since July 2024:**
Associate – Risk Management -
Deutsche Bank
- Oct 21 – Jul 24:**
Analyst – Market Risk | Firm Risk
Management
Morgan Stanley
- Oct 19 – Oct 21:**
ENO – CRCO | RMC Reporting and
Analytics
Credit Suisse
- Jan 19 – Aug 19:**
Risk Analyst - **Ernst & Young**
- Mar 18 – Jul 18:**
Risk Management & Trade Support -
OSTC India Ltd
- Aug 17 – Dec 17:**
Ratings Coordinator – **CARE Ratings**

Key Projects & Deliverables

- Risk Reporting:** Proven expertise in production, analysis and distribution of risk reports for RMC committees and regulatory submissions, KPI reporting for internal and external stakeholders. Skilled in adding actionable commentaries, automating processes to enhance efficiency, and collaborating with stakeholders to ensure compliance with global regulatory standards.
- Governance and Control:** Lead SME for various governance frameworks withing risk management for market risk and CRO division. Adept at driving process automation, managing compliance, and implementing robust control mechanisms. Experienced in fostering an integrated approach to risk management through collaboration with compliance, internal audit, and operational teams.

Skill-set competency & Expertise

- Functional Domain:** Risk Management, Governance & Controls, Risk Analytics, Regulatory Frameworks, and Process Automation.
- Technical Skill-Set:** Excel VBA, Basic Python, JIRA, Risk Reporting & Analytics, Governance Frameworks.
- Soft Skill-Set:** Stakeholder Management, Problem-Solving, Communication, Detail-Oriented, Team Leadership.

Languages Known

- English
- Hindi
- Gujarati
- Marathi

Education

Bachelors of Commerce

K.J.Somaiya College
of Arts & Commerce



Mrudul Sitlani

Professional Experience : 7.5+ years

October 2023 – Present
Manager, **EY India**

October 2022 – September 2023
Assistant Manager, **EY India**

July 2021 – September 2022
Consultant, **EY India**

October 2020 – June 2021
Associate Consultant, **EY India**

October 2019 – September 2020
Senior Analyst, **EY India**

January 2018 – September 2019
Analyst, **KPMG India**

Education

B.E – Instrumentation & Control,
Vivekanand Education Society's Institute
of Technology (Mumbai University)

Key Projects & Deliverables

- Effectively assisted numerous clients with Oracle ULA/PULA negotiations, certification processes, and audit defence
- Collaborated with a US-based capital management firm to significantly reduce their Microsoft Azure and Microsoft 365 expenditures, achieving an annual savings of over 25%
- Successfully led an IBM Authorized SAM Provider (IASP) engagement for a stock exchange firm in England
- Assisted an Estonian bank with operations in multiple European countries to evaluate their current state (ELP) for Oracle, SAP, Red Hat, IBM, and Microsoft. And reduce licensing costs and better manage their software assets
- Led a team in an amalgamation project during the merger of three major public sector banks to propose optimized contract renewal strategies for tier 1 software vendors post-merger

Skill-set competency & Expertise

- IT Asset Management (ITAM) professional with close to 7.5 years of experience working in Big Four. Specializing in Software Asset Management (SAM)
- Oracle software licensing specialist, Supporting clients to maximize their ROI on IT spends. Supporting clients navigate Software vendor audits, negotiate contracts
- Supporting clients on software compliance for multiple vendors like Adobe, Microsoft, IBM, Oracle, Vmware, SAP

Languages Known

- English
- Hindi
- Sindhi
- Marathi

Certifications

- Certified Information Systems Auditor (CISA)
- Flexera Certified IT Asset Management
- FinOps Certified Practitioner
- ServiceNow Certified System Administrator



Nishant Mishra

Professional Experience : 7.5+ years

Since October 2022:

Senior Consultant
Ernest and Young

Jul 2021 – Oct 202:

Deputy Manager
IndiaFirst Life Insurance Pvt Ltd

Sep 2019 - Jul 2021:

Associate Technical consultant
Omnino Solutions Pvt Ltd

Oct 2017 – Sep 2019:

Associate Product developer
DXC Technology Pvt Ltd (GSECL)

Education

B.E – Computer Science
Mumbai University

Key Projects & Deliverables

- Experience in handling business and end to end large scale IT transformation engagements in Insurance domain.
- Senior consultant for Migration of portfolio from old policy admin system to new systems
- Good exposure to the Production environment and has supported the project by identifying the issues and helping them to resolve the defects
- **Program Management** : Assisted clients in brainstorming sessions to develop feasible and best solutions for their business change. Worked with customers in workshops, presentations and demonstrations to produce best solutions
- **Insurance** : Worked as a Life Asia development expert in various Life insurance projects. Experience in developing and Testing Health care products and claim module

Skill-set competency & Expertise

- **Functional Domain** – Insurance, Program Management, Data Migration, Business Requirement Documentation, Agile framework.
- **Technical Skill-Set** – SQL, Power BI, COBOL, Life Asia, Group Asia, SMART 400, Microsoft Project, Visio.

Languages Known

- English
- Hindi
- Marathi

Certifications

- Professional Scrum Master (II)
- Licentiate – Insurance Institute of India



Vivek Patil

Professional Experience: +9 yrs

Since March 2024:

Senior Marketing Executive
at Robosoft Technologies

Jan 2022 - Jan 2023:

Marketing Manager at
Techspian Services

Mar 2017 - June 2019

Customer success
Intertec Systems

Education

Msc Computer Science

University of Bedfordshire

Bsc Computer Science

Shivaji University

Key Projects & Deliverables

Thought Leadership Content for CXOs and IT Leaders:

- Developed a series of data-driven eBooks and whitepapers targeting BFSI, Media & Entertainment, and Retail executives. These assets positioned the company as a strategic partner for digital transformation.

Website Content Optimization:

- Revamped the website content using SEO best practices, resulting in a measurable increase in organic traffic and improved search rankings for targeted keywords in the US market.

Sales Enablement Collateral:

- Created persuasive case studies and pitch decks tailored to specific industry segments, directly supporting the sales team's efforts to secure high-value clients.

Skill-set competency & Expertise

- Proficient with tools such as WordPress CMS, HubSpot, Salesforce CRM, SEMrush, Canva, and Trello.
- Tailoring marketing initiatives for key IT service domains such as BFSI, Retail, and Emerging Technologies (GenAI).
- Creating targeted campaigns, including email marketing, social media outreach, and webinars, to generate leads and nurture prospects.

Languages

- English
- Marathi
- Hindi
- Konkani

Certifications



Pawan Keshwani

Professional Experience : 16+ years

Since Dec 2023

Senior Manager, Speciality Products
I&C SBU HPCL

July 2021 – Nov 2023

Area Sales Manager, B2B, Nagpur
I&C SBU HPCL

May 2017 – June 2021:

Asst Sales Manager, B2B , Baroda
I&C SBU HPCL

May 2014 - April 2017:

Senior sales officer, LPG Mumbai
LPG SBU HPCL

June 2008 – April 2014:

Operations Officer,
LPG SBU HPCL

Education

Btech – Electrical Engineering

Motilal Nehru National Institute of
Technology

Key Projects & Deliverables

Key Account Management: Fostered and maintained strategic relationships with leading brands in the paint and tyre sectors, including all major brands. Oversaw critical functions such as pricing strategy, production planning, dispatch coordination, and inventory monitoring within the specialty products segment.

Team Leadership & Revenue Growth: Led B2B direct sales marketing across Gujarat and Maharashtra, driving significant growth in volume and profitability. Successfully managed cross-functional teams to achieve revenue targets and enhance market penetration.

Digital transformation: In the role of enabler for digitalization oversaw the project for Digital invoice on Pan India basis for seamless invoicing and communication to customer

Government Initiatives: Played a pivotal role in the early implementation of key government programs such as the **PAHAL – Give It Up** campaign and **Pradhan Mantri Ujjwala Yojana (PMUY)**, ensuring effective outreach and execution.

Channel Management: Supervised the LPG distributor network in Mumbai, ensuring consistent supply, prompt resolution of customer issues, and expansion of the non-domestic market segment.

Operations Management: Managed shift operations involving over 50 personnel, ensuring adherence to SOPs and safety in LPG Cylinder bottling and dispatch

Skill-set competency & Expertise

Sales Competencies: Strategic Account Management, B2B Sales Expertise Revenue & Profitability Growth, Territory Management, Negotiation & Deal Closure, CRM Tools, Sales Forecasting & Pipeline Management and Customer Relationship Building

Marketing Competencies: Market Research & Competitive Analysis, Lead Generation & Nurturing, ROI Analysis & Performance Metrics

Languages Known

- English
- Hindi
- Sindhi

Certifications

Certified Petroleum Manager from UPES Dehradun

Foundation Course – **Foreign Trade** from IIFT Delhi

Recognition

Outstanding Achievement Award (2022-23)



Nileshkumar Pitroda

Professional Experience : 18 + years

Since May 2017:

Manager, Cloud Operations

Finicity, a Mastercard Company

May 2014 – May 2017:

Senior Consultant

Capgemini

Mar 2012 - May 2014:

Senior System Administrator

In2M Technologies Pvt Ltd

Nov 2011 – Mar 2012:

Senior Technical Associate

Tech Mahindra

Past Experience:

Infomedia 18

In2M Technologies Pvt Ltd

PCS Technology Ltd

Infosys Computers

Key Projects & Deliverables

- Leading the monitoring and management of cloud infrastructure to ensure optimal performance and availability.
- Implementing robust incident, change, and problem management procedures to minimize disruptions and maintain service quality.
- Directing the design, implementation, and maintenance of infrastructure projects while collaborating with cross-functional teams.
- Ensuring that the team delivers high-quality work by adhering to company standards and industry best practices.
- Collaborating with development and engineering teams for project initiatives and assignments.
- Conducting regular project reviews and status updates to stakeholders, ensuring transparency and accountability.
- Migrated infrastructure from VMware to AWS Cloud and transitioned monitoring tools to SignalFx, BlazeMeter, and Splunk Cloud.
- Served as Project Quality Lead for SOC2, PCIDSS, and ISO 27001 audits.

Skill-set competency & Expertise

- **Functional Domain** – Open Banking, IT Service Management, DevOps, Cloud Operations
- **Technical Skill-Set** – Kubernetes, AWS, Linux, Terraform, Ansible, CI/CD pipelines, Application Performance and Infrastructure Monitoring, Splunk

Languages Known

- English
- Hindi
- Marathi
- Gujarati

Certifications

- ITIL V4 Foundation
- AWS Certified Solutions Architect – Associate
- Certified Kubernetes Administrator
- Certified Kubernetes Application Developer
- HashiCorp Certified: Terraform Associate

Education

BE – Electronics Engineering
Mumbai University



Sameer Jain

Professional Experience : 16.5+ years

Since Jul 2013:

Manager – Data Engineering

General Mills

Apr 2011 – Jul 2013:

Consultant

Emirates Airlines/DXC Technology

Jul 2008 - Apr 2011:

System Engineer

Tata Consultancy Services

Education

B.E – Mechanical Engineering

Institute of Engineering & Technology,
Devi Ahilya University, Indore

Key Projects & Deliverables

Manager – Data Architecture & Engineering Team

- Managing a team of Data Architects & Engineers working on numerous projects using technologies like Cloud – GCP, DBT & Monte Carlo - Data observability, Python, Talend etc.
- Delivery Manager – Enterprise/Sales Data consolidation & migration to cloud
- FINOPs - roadmap & governance plan for optimizing cloud cost for entire Solutions dept.
- Lead for IT initiatives – L&D, Budget, Campus recruitment, Career & onboarding sessions, vendor mgmt. and IT wide communications.

Solution Manager (SM) – IT Product team - Commercial Capabilities

- Managing product team for the delivery of Trade promotion solutions for 3 business segments.
- Product owner/Architect – Trade reporting platform & application migration to GCP.
- Managing Tech & business roadmap for the sales applications like Distribution planner, Canada Trade. Also takes care of the impact on these systems due to Divestiture/Mergers & acquisitions.

Skill-set competency & Expertise

- **Functional Domain** – Business domains – NBFCs, Aviation & FMCG, Digital Transformations, Data Mgmt. Strategy - Data Engineering, Governance & Architecture, IT planning & leadership, Solution mgmt. , Project/Product Mgmt.
- **Technical Skill-Set** – Google Cloud Platform, Big Data, Data Engineering, Data Integration, SQL & multiple relational databases, ML & Data Science

Certifications

- IIM Indore - Accelerated Leadership Program
- SPJIMR – PMP CEP
- Google Cloud Certified Architect
- PMP
- Machine Learning – Stanford Online

Languages Known

- English
- Hindi



Shashank Rajmistry

Professional Experience : 9 years

Since October 2024:

Deputy General Manager- Bus Dev
Reliance British Petroleum Mobility Ltd

November 2021 – September 2024:

Senior Manager- Bus Dev
Reliance British Petroleum Mobility Ltd

April 2019 - October 2021:

Assistant Manager – Retail Sales
Bharat Petroleum Corp Ltd

June 2016 – march 2019:

Executive Officer – Fleet Sales
Bharat Petroleum Corp Ltd

Education

B Tech – Mechanical Engineering

National Institute of Technology, Patna

Key Projects & Deliverables

- **Retail Network Expansion:** Spearheaded development of ~33% of Reliance BP Mobility's retail network across 6 northern Indian states with \$235M capital expenditure.
- **Tendering & Strategic Site Selection:** Created expressway tender evaluation methodology; secured 15 winning bids, projected to generate 10,000+ KL/month.
- **Process Optimization:** Finalized 2000+ retail outlet sites by streamlining investment execution processes and eliminating delays.
- **Technology Integration:** Collaborated on Business Intelligence Tool development for simulations; leveraged drone-based traffic analysis with Asteria.
- **Sales & Market Development:** Increased retail network in MP & CG by 32 new BPCL outlets and introduced the region's first PESO-approved fuel delivery vehicle.
- **Training & Leadership:** Trained 150+ field staff in strategy and network planning; mentored interns and delivery personnel with proven improvements in retention and performance.
- **Green Initiatives:** Led solar plant installations at 9 BPCL outlets, cutting electricity

Skill-set competency & Expertise

Functional Domain –

Project Planning & Design Integration, Execution & Delivery Management, Stakeholder Engagement & Client Management, Leadership & Team Oversight, Risk, Compliance & Lifecycle Governance

Technical Skill-Set –

Business Intelligence Tools, Network Planning, Loyalty Program Architecture, Digital Transactions, Fleet Operations, B2C/B2B Relationship Management, Competitive Bidding

Languages Known

- English
- Hindi

Certifications & Recognition

- **All India Best Fleet Officer**, Hall of Fame (Oct 2017, Jan 2018) – BPCL
- **R-Samman Award** – Reliance Industries for Ownership Mindset & Team Spirit
- **SAE India** – AIR 19 in Student Formula-Car Racing (SUPRA SAE INDIA)
- **Wushu Martial Arts** – Multiple International/National/State medals and titles



Shravan Kumar

Professional Experience : 13+ years

Since August 2023:

Sr. Manager - Cost Estimation & Control

Reliance Industries Limited

July 2022 – August 2023:

Manager - Cost Control **Tata Projects Limited**

October 2021 - July 2022:

Proposal Engineer

Toyo Engineering (I) Pvt Ltd

July 2011 – October 2021:

Manager - Business Development

Larsen & Toubro

Education

B.Tech – Mechanical Engineering

Malaviya National Institute of Technology, Jaipur

Key Projects & Deliverables

- Specialize in cost estimation, budgeting & monitoring and contract management for turnkey projects in Power, Refinery, Petrochemical & Solar projects
- **Sr Manager, Cost Estimation & Control:** Contributing to the Integrated PV manufacturing project for RIL to estimate, monitor & control capex budget
- **Lead Cost Controller:** Served as a lead cost controller for EPCC10 VGO-HDT package of HRRL Refinery, Barmer worth INR 1310 Cr (Tata Projects)
- **Lead Proposal Engineer:** Involved in strategizing turnkey proposals for MEG package of HPL Cuddalore refinery and CPVC project of Lubrizol, Dahej (Toyo)
- **Business Development :** Lead Generation, obtaining bid/no-bid clearance from executive committee, estimate project costs and strategize bids to offer competitive solutions to clients. Successfully secured 15 FGD orders in Power plants worth INR 6300 Cr (L&T)

Skill-set competency & Expertise

- **Functional Domain –** Capex Estimation, Budgeting, Project Lifecycle Cost Control, Change Management, Cash Flow Forecasting, Value Engineering, Project Management, Business Development, Contract Management
- **Technical Skill-Set –** ERP Systems (SAP – MM module, Oracle), MS Office Suite (Excel, Word and PowerPoint)

Languages Known

- English
- Hindi
- Tamil
- Gujarati

Certifications

- Level-1 Advanced Certification in Project Management, L&T IPM
- Management Development Program, XLRI



Shriram Adhishesha

Professional Experience : 7.25+ years

Since September 2021:
Manager – Risk Consulting
Marsh McLennan

September 2017 to September 2021:
Specialist
Integreon

Education

Master of Commerce,
Specialisation in Business Studies
University of Mumbai

Bachelor of Management Studies,
Specialisation in Finance
University of Mumbai

Key Projects & Deliverables

- Developed a Minimum Viable Product (MVP) of an AI-powered ESG Controversy Rating Tool.
- Developed a Proof of Concept (PoC) of an AI-powered Digital Footprint Tool.
- Provided support to clients in Business Continuity Management (BCM) capabilities, including conducting Gap Assessments, creating Business Continuity Plans (BC Plans), developing BC Policies, conducting Threat Risk Assessments, performing Business Impact Analysis, and facilitating Table-top Exercises.
- Assisted clients in managing Environmental, Social, and Governance (ESG) risks and strategies through Materiality Assessments, ESG Performance Benchmarking, among others

Skill-set competency & Expertise

- **Functional Domain** – Project Management, Business Development, Innovation, Market Research, Business Continuity Management, Business Impact Analysis, Risk Assessment and Mitigation, ESG Materiality Assessments, ESG Controversy Analysis, Digital Footprint, and Gap Analysis among others
- **Technical Skill-Set** – Advanced Excel, Python, Analytics, Power Apps, AI-Powered Tool Development, and Geospatial Information Analysis among others

Languages Known

- English
- Hindi
- Telugu

Certifications

- Business and Financial Modelling, Wharton Online
- Agile Development Specialisation, University of Virginia
- Market Research Specialisation, UC Davis
- ISO 22301 – BCMS Lead Auditor



Tarun Sharma

Professional Experience : 17+ years

Sep'2016 – till date :

JCB India Ltd,Pune

DGM , Product Quality | Supplier Quality

Jul'2013 – Aug'2016

Honda Cars India Ltd. Rajasthan

AM, Supplier Quality |Supplier Development

Oct'2010 –Jun'2013:

Tata Motors Ltd. Gujrat

AM, Vendor Development

Jul'2007– Sep' 2010:

JBM Auto Ltd. Gr. Noida

Sr. Executive, Design & Development

Education

B.Tech – Mechanical & Automation

GGSIPIU, Delhi

Key Projects & Deliverables

Product Quality Transformation & Customer Experience Enhancement

- Lead data driven , cross functional quality initiatives to resolve complex issues , enhance product reliability and consistently exceed customer expectations .
- Field performance **65%**↑ and warranty costs **30%**↓ .

Supplier Excellence & Supply chain Reliability Improvement

- Driving supplier quality excellence through strategic collaborations, continuous improvements ,rigorous audits to defect reduction and supply chain reliability.
- Supplier Performance improvement by **50 + %**↑

Operational Resilience & Risk Mitigation

- Proactively identified and resolved critical issue, boosting daily production rate by 20% & preventing downtime.
- Developed alternate suppliers and tooling to de-risk high-volume production, securing continuity in case of primary supplier failures .

Cost Optimization & Value Engineering, Product Development & Launch

- Delivered VAVE and localization benefits in products , enabling long-term cost competitiveness .

Skill-set competency & Expertise

- **Functional Domain –** Leader-Quality Assurance, Supplier Quality Planning & Management, Customer Quality Planning & Management, Strategic Planning & Execution, Cost Control & Operational Excellence, Vendor Development & Management
- **Technical Skill-Set –** APQP |Six sigma- 8D /5-Why analysis |System & Process Audits| FMEA| SPC| CATIA , PLM, ProeE C & C+, AutoCAD

Languages Known

- English
- Hindi
- Punjabi

Certifications

- Six Sigma Black belt



Tushar Agrawal

Professional Experience : 8.5+ years

Since May 2022:

Senior Analyst in **Willis Towers Watson**

Nov 2021– May 2022:

I.T Analyst in **Tata Consultancy Services**

July 2019 – Oct 2021:

Consultant in **Capgemini India**

Aug 2018 – July 2019:

Java Developer in **FiberHome India Pvt Ltd**

Feb 2016 – Aug 2018:

Software Developer in **FranConnect India Software Pvt Ltd**

Education

B. Tech – Computer Science

Raj Kumar Goel Institute of Technology,
Ghaziabad

Key Projects & Deliverables

- Working on **Acclaris Business Solution** where we provide financial technology and integrated services to manager plans like HRA, HAS and TRA etc. I worked on various feature of Debit Card module of Acclaris software like New Vendor implementation, Java17 feature upgrade, new functionality enhancement and resolving vulnerability.
- Worked on **Pradhan Mantri Jan Arogya Yojana (PMJAY)** – In this I worked on various features like Link Aadhaar, Add Member, Check Status and e-KYC. PMJAY is a national public health insurance fund of the Government of India.
- *Worked on **IBM Tivoli Application Dependency Discovery Manager (TADDM)** – It is a configuration management tool that helps IT operations to run smoothly.*
- *Worked on **Franchise Management System (FMS)** multiple module like Training, Planner, CRM Dashboard, Franchise Information Manager (FIM)*

Skill-set competency & Expertise

- **Functional Domain** – Project Management, Product Development, Sprint Planning, Team Leader.
- **Technical Skill-Set** – Java, MySQL, Spring Framework, Data Structure, Junit, Docker and Kubernetes.

Languages Known

- English
- Hindi

Certifications



Viraj Kallola

Professional Experience : 5+ years

Since January 2022:

Senior Sales Executive | **SAVEarth**

October 2021 – December 2021:

Junior Architect | **Saptak Patel Architects**

February 2021 - July 2021:

Jr. Project Fellow | **IIT Roorkee**

March 2020 – December 2020:

Junior Architect | **Fibonacci Designs**

June 2019 – March 2020 &

December 2020 – February 2021

Freelancing

Education

B.Arch – Bachelor's of Architecture

Pillai College of Architecture, Mumbai University

Key Projects & Deliverables

- I successfully completed the research for IIT Roorkee Project on Conservation of Traditional Buildings and Dissemination of traditional knowledge while simultaneously generating alternate livelihood opportunities for the locals.
- At SAVEarth, I developed efficient account mapping methodology which improved business closure time and per employee profitability.
- At SAVEarth, I developed an efficient framework for accounts performance tracking which helped the organization optimally strategize the utilization of resources.

Skill-set competency & Expertise

- **Functional Domain** – Communication, Problem Solving, Generating Enquiries, CRM, Business Development, Proposal Generation and Design Drawings, Project Planning, Execution and Management, Vendor management, Concept Development.
- **Technical Skill-Set** – AutoCad, BIM Revit, Sketchup 3D, Adobe Photoshop & Illustrator, Canva, MS Office.

Languages Known

- English
- Hindi
- Gujarati
- Marathi

Certifications

- Solar Rooftop Installation from IDEMII
- CitiesX - Past, Present and Future of UrbanLife from HarvardX
- Application of BIM (Revit) from Elephant Creation