

EDUCATION

Indian School of Business (ISB) | PGP in Management | Intended Majors: Strategy & Leadership, Marketing Apr'24-Present

- **Merit Scholar:** Awarded a **merit based 33% scholarship** from ISB for exceptional **professional** and **pre-MBA academic achievements**
- **ELP (ongoing) |** Agnit Semiconductor Pvt. Ltd.: **GTM strategy** for **emerging** GaN chips technology, enhancing positioning & profitability
 - Leveraging the navigator tool and profit pool analysis to identify **potential market segments** and maximize revenue opportunities
- **Alumni Coordinator, Operations Management Club:** Achieved ~100% role match by reaching out to 50+ alumni for 2:1 mapping of members

Delhi Technological University (DTU) | B.Tech- Electrical | Grades: 82.65% (Rank:4th)

Aug'13-May'17

- Earned a top-ranking scholarship for Term 4 as the highest performer in the branch, demonstrating excellence in academic performance
- **Co- founded DTU Book Club**, enlisting **30+ members in our first year**, and organised regular sharing sessions and a **charitable book drive**

WORK EXPERIENCE

5 years 11 months

Supply Chain Manager | Dot & Key Skincare | Kolkata

May'22-Jan'24

Led supply chain and new product development at a ₹200+ Cr Nykaa-owned beauty care brand, focusing on innovation and product quality.
Key Achievements

- **Boosted revenue by 3x** through strategic market launches of **61 SKUs**, leveraging consumer insights to create top-performing products
 - Launched new categories such as lip balms, sunscreens, and body washes, with sunscreen becoming the **2nd highest revenue driver**.
- Accelerated **Product Launch timelines by 33%**, reducing duration from 4.5 to 3 months through process restructuring and training
- **Reduced delivery time from 7 to 3 days** by facilitating the opening of 1 B2B and 1 B2C warehouse **to handle increasing volumes**

Process Improvement

- Accelerated **formulation finalization by 25%** by optimizing R&D and panel collaboration for faster feedback, and re-formulation
- **Achieved 100% safety compliance** and **reduced testing time by 30%** by coordinating derma tests for 60+ and clinical tests for 15+ products
- Saved **₹60 lakhs+** by streamlining the **end-of-month invoice-checking process** using Excel to identify and resolve discrepancies

Inventory Management

- Reduced **stockouts** from **40% to <5%** by implementing inventory optimization strategies, achieving consistent supply chain continuity
- **Achieved cost savings** of **~₹1.2 Cr** for top-selling SKUs by successfully planning and onboarding **5 alternative** manufacturing **vendors**
 - Ensured **100% supply continuity** by planning & efficiently managing the **technology transfer process** and building SOPs for vendors
- **Reduced RM/PM cost by 25% through strategic negotiations** and onboarding alternate vendors to diversify supply and optimize pricing
- Successfully eliminated **₹1 Crore in excess RM/PM** inventory by implementing liquidation plans for slow-moving SKUs **within 3 months**
- Achieved **0% production loss** due to PM unavailability by accurately forecasting high lead time materials and optimizing vendor orders

Stakeholder Management & Product Quality

- Boosted **customer satisfaction by 20%** by reducing query response time and integrating **customer feedback** into product improvements
- Streamlined **category management for 30+ SKUs** by aligning MRP and product names, ensuring consistency across production and marketing
- Ensured **100% regulatory compliance** by overseeing the finalization of **100+ packaging SKUs**, managing the printing and design process
- Optimized **working capital** by assisting the finance team with inventory management strategies, resulting in **reduced holding costs**

Production Manager | Coca-Cola India (HCCB) | Ahmedabad

July'17-Sep'21

First female Graduate Engineer Trainee (GET) within HCCB to become a Production Manager, successfully leading a diverse team of 5 executives and 40 operators, while overseeing two high-speed beverage lines with a combined annual production capacity of 6 million cases

Key Achievements

- Awarded **Employee of the Year (2018)** and featured on cover page of HCCB's magazine as an **Emerging Woman Leader** in Supply Chain
- Successfully led and commissioned **first-ever 1000Kgs weight Pallet Automated Warehouse system (ASRS)**, enhancing operational efficiency
 - Improved **productivity and FIFO traceability**, reducing **Total Turnaround Time (TTAT) by 50%** through optimized automation processes
 - Achieved **20% reduction in vehicle waiting** times by co-leading a resource optimization project, leveraging real-time tracking systems
- Developed cost-saving & **"kaizen"** initiatives with annual savings of **₹1 Cr+**, awarded by the company at a national level for **Best Kaizen**
- Enhanced **safety culture** across the lines, earning the **Best team** for Safety compliances award for exceptional adherence to standards

Cost Savings and Financial Impact

- **Reduced costs by ₹1 Cr** annually by **re-negotiating** maintenance contracts and building an in-house service team, enhancing service efficiency
- Increased **Operating Income** by enhancing **freight loadability** by 25% and reducing cost by 21% through optimized packaging parameters
- Reduced **spare parts costs by 30%** of cardboard packer machine by developing local vendors for manufacturing shafts, pulleys, and belts

Project Management

- **Reduced downtime by 20%** by implementing **10 design changes** in ASRS after identifying gaps through consultations with 20+ executives
- **Reduced truck loading time from 30 minutes to <8 minutes** by commissioning **"LoadMatic"** to automate loading, eliminating the need for a forklift
- **Saved ₹50 lacs** by leading a team to prototype an optimized gravity lane design, reducing brake rollers from 14 to 4; adopted by the OEM

Operational Efficiency and Innovation

- Enhanced Tetra Pak **efficiency from 78% to 86%**, PET Juice Line from **73% to 79%** by identifying bottlenecks and optimizing processes
- Improved **worker productivity by 20%** by organizing on-the-job training sessions for **20+ operators** as part of a **multi-tasking initiative**
- Achieved **95%+ efficiency** in ASRS operations by developing SOPs, manuals, and training executives, to ensure effective warehouse management
- **Achieved the highest daily dispatch in the country (2+ lac cases)** by ensuring 100% uptime of the ASRS, supporting the shipping team's efficiency.
- Developed an **in-house model for remote panel temperature monitoring**, saving 100+ man-hours annually and reducing equipment failure risk.

EXTRA-CURRICULAR ACTIVITIES AND INTERESTS

- Led a **cross-functional project** on logistics efficiency and cost optimization, achieving **Six Sigma Black Belt certification** from ASQ
- **Mentored** 20+ trainees on supply chain mini projects and **led 50+ workshops** for executives on operations and warehouse troubleshooting
- **Represented Coca-Cola (HCCB)** at the Aditya Birla **Reinventing the Future Summit (Regional Level)**, presenting a project on **Industry 4.0**
- Privately tutored **10+ underprivileged students** in various subjects up to 10th standard, enhancing their academic performance