

**ACADEMIC QUALIFICATIONS**

Year	Degree/Examination	Board/University
2016	PGDM	IIM Calcutta
2012	B.Tech (Electrical)	IIT Madras

**Academic Achievements**

- Among **top 1%** in **Indian Physics Olympiad**; All India Rank **489** in **IIT JEE '08**; AIR of **2409** in **AIEEE**; State Rank **1596** in **EAMCET**
- Submitted **white paper** on Power systems Optimization; being used as **case study in Power system** optimization course at IIT Madras
- Awarded **Merit scholarship of tuition fee waiver** at **IIT Madras**; Received a **merit scholarship** for tuition fee waiver in school
- Research Areas: **Organizational behavior**, building **innovative & sustainable organizations**, Product **design & strategy** management

**Key Projects**

- Designed** Home Automation System, Analyzed **Market requirements**, Proposed **product roadmap** and vision for the organization
- Winning Strategy** for Indian National Congress for **Punjab State Assembly Polls** and secured **victory in 77/117** Constituencies
- Developed **sourcing strategy** for **Connected Car & Telematics** for Tata Motors; Reduced cost of **75 million INR annually**.

**WORK EXPERIENCE**

Modak	Project Manager	Sep'19 – till date
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<b>Responsibilities</b>	<ul style="list-style-type: none"> <li>Assist <b>Product Manager</b> in strategizing, developing &amp; marketing <b>Enterprise Data Management Platform</b></li> <li>Administered Design, Develop &amp; Deployment of MVP for <b>Enterprise Data Fabric Platform</b> in under <b>six months</b></li> <li>Mentor a team of <b>20 engineers &amp; testers</b> to achieve coding excellence in <b>performance, quality &amp; user experience</b></li> </ul>
<b>Product Strategy</b>	<ul style="list-style-type: none"> <li>Co-ordinate with Technical Architect, design &amp; dev leads in creating <b>design documents</b> for <b>future development</b></li> <li>Conduct <b>Market research</b>, competition analysis, customer interviews to identify <b>new product requirements</b>.</li> <li>Interacted with Gartner <b>analysts, experts, customers</b> in understanding various technological trends in <b>Big Data</b></li> </ul>
<b>Key Initiatives</b>	<ul style="list-style-type: none"> <li>Operationalized <b>Marketing</b> activities; Installed <b>Quality Assurance</b> department; Designed <b>customer service strategy</b></li> <li>Implementing <b>tailored agile devops processes</b> to foster <b>innovation, creativity &amp; leadership</b> &amp; <b>ISO standards</b></li> <li>Maintaining <b>relationships</b> with external partners; Assisted in <b>sales demo</b>; Built <b>customer intelligence</b>.</li> </ul>

**Freelance Consultant**

Jun'17 – Aug'19

<b>Camomile Healthcare</b>	<ul style="list-style-type: none"> <li>Developed IT infrastructure <b>roadmap</b> and implementation strategy for a <b>network of 15 cancer</b> hospitals</li> <li><b>Operations optimization</b> through data analytics &amp; <b>vendor rationalization</b> for a large <b>pharma company</b></li> <li><b>Business planning</b> and <b>project implementation</b> for a dialysis center in <b>Hargeisa, Somaliland</b>.</li> </ul>
<b>FoodStreet.in</b>	<ul style="list-style-type: none"> <li>Standardized <b>work scheduling</b> of chefs and logistics partners; Streamlined <b>purchase &amp; sourcing processes</b></li> <li><b>Organized</b> marketing activities in <b>Mysore region</b> &amp; successfully <b>generated</b> revenue of <b>40,000 per month</b>.</li> <li><b>Fund Raising</b> – Successfully generated investment lead by an <b>elevator pitch</b> for initial round of interaction.</li> </ul>
<b>Blusing Automation</b>	<ul style="list-style-type: none"> <li>Consulted tech start up <b>Blusing Automation</b> in areas of <b>Product Development, Manufacturing &amp; Sales</b></li> <li>Analyzed <b>home automation industry</b> &amp; designed <b>product pipeline best suitable</b> for Budget <b>Indian homes</b>.</li> <li>Assisted in <b>Sales</b>; Generated sales for <b>400 homes</b>; Installed <b>trail devices</b> in more than <b>40 homes</b>.</li> </ul>

**Indian PAC**

Associate Consultant

May'16 – May '17

<b>Achievements</b>	<ul style="list-style-type: none"> <li>District POC for strategizing &amp; implementing election campaign activities for INC in State elections; won <b>3/4 seats</b>.</li> <li>Analyzed voter <b>behavioral patterns</b> &amp; strategized campaigns to <b>maximize</b> reach and impact; <b>Secured victory</b></li> <li>Established <b>war room</b> for <b>regular updates</b> &amp; immediate <b>corrective actions</b> on polling day, pivotal in <b>victory</b>.</li> </ul>
<b>Roles &amp; Responsibilities</b>	<ul style="list-style-type: none"> <li>Generated <b>1 lakh</b> registrations; <b>Organized</b> party unit in <b>12 zonal committees</b> to cover <b>60,000 households</b> in <b>15days</b></li> <li>Mentored a team of <b>3150 volunteers</b>; <b>Conceptualized</b> robust <b>feedback mechanism</b> for various <b>political inputs</b></li> <li>Assembled <b>15000 attendees</b> for <b>HalkeVichCaptain</b>; Co-Managed the event with budget of <b>150,000 INR</b></li> </ul>
<b>Key Initiatives</b>	<ul style="list-style-type: none"> <li>Organized regular <b>General Body Meetings</b>; <b>ensured collaboration</b> with party unit &amp; to curb <b>infighting</b></li> <li><b>Reports generated</b> – <b>Candidate analysis, Opposition analysis, Candidate Docket, FGDs, influencers list</b></li> <li><b>FB page (FaridkotDaCaptain)</b> – avg of <b>4 posts/day</b>; <b>8000+ organic likes</b>; <b>4 major digital media campaign</b></li> </ul>

**Tata Motors**

Strategic Sourcing Group

Aug'12 – July '14

<b>Buyer- Purchase E&amp;E</b>	<ul style="list-style-type: none"> <li><b>Single POC</b> for <b>commercials</b> and <b>negotiations</b> pertaining to <b>infotainment systems</b> for <b>all Tata Vehicles</b></li> <li>Responsible for <b>price settlement, supplier nomination &amp; negotiating</b> for infotainment with <b>INR 1 billion APV</b>.</li> <li>Achieved <b>INR 75 million</b> cost reduction <b>annually</b>, through <b>VA/VE, resourcing, commercial negotiation</b></li> </ul>
<b>Connectnext forum</b>	<ul style="list-style-type: none"> <li>Analyzed <b>market trends</b> in <b>consumer electronics products</b> to conceptualize strategy for connected car ecosystem.</li> <li>Proposed and <b>initiated new sourcing strategy</b> with independent sourcing of <b>software and hardware</b> components</li> <li><b>Initiated</b> sourcing for <b>cloud-based mapping, smart phone &amp; data connectivity</b> for future Tata Vehicles.</li> </ul>
<b>Key Initiatives</b>	<ul style="list-style-type: none"> <li>Maintained <b>Cost Reduction (CR) idea bank</b> worth <b>INR 1billion</b>; Deployed <b>commercial settlement dashboard</b></li> <li>Analyzed <b>accounting ratio</b> to achieve <b>INR 100 million</b> saving; Analyzed <b>SAP BW</b> reports &amp; identified <b>CR events</b></li> </ul>
<b>Graduate Engineer Trainee</b>	<ul style="list-style-type: none"> <li><b>Customer Service</b> - Adjudged <b>best in City</b>; <b>Mentored</b> workers on <b>'5S'</b>; Implemented <b>World Class Quality</b></li> <li><b>SQIG (BIW)</b> - <b>Ensured 100%</b> recurrence prevention; Ensured <b>100%QC</b>; <b>Reduction</b> from <b>448 to 92 PPM</b></li> <li><b>Standardization</b> - Implemented <b>16 new kaizen ideas</b>; Formulated <b>SOPs</b>; increased <b>productivity by 3 %</b></li> </ul>

**POSITIONS OF RESPONSIBILITY AND EXTRA CURRICULAR ACHIEVEMENTS**

<b>Campus Activities</b>	<ul style="list-style-type: none"> <li>Student council member IIM C; Elected <b>unanimously</b> with more than <b>91% votes</b> as <b>Hostel Mess Representative</b></li> <li>Devised <b>performance management</b> for <b>Union workers</b> &amp; started <b>Day Canteen, Ice cream</b> and <b>juice shop</b></li> <li>Solo -travelled some parts of India to understand different <b>cultures and lifestyles</b>; Trekked <b>56 kms</b> in <b>Himalayas</b></li> </ul>
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