

Akshit Bajpai

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Profile:

- MBA Candidate seeking a challenging opportunity in operations and/or financial domain.
- 5 years of work experience in Supply Chain Planning and Analysis with a Six Sigma Green Belt certification.
- Individual with a passion for solving ambiguous problems with an analytical data driven approach.
- Team player with an experience of working with cross functional and multi-cultural teams.

Education:

Krannert School of Management, Purdue University, West Lafayette

Aug 2014-May 2016

Pursuing Master of Business Administration.

- Focus: Operations and Finance.
- Vice President of Technology, Krannert Graduate Student Association
- Vice President of Case Competitions Krannert Operations Club
- Graduate Assistant at Dauch Center for the Management of Manufacturing Enterprises and Global Supply Chain Management Initiative (DCMME-GSCMI).

Army Institute of technology, Pune University, Pune

Jul 2005-Jun 2009

Bachelor of Engineering, Mechanical

- Graduated with First Class.

Experience:

Honeywell Turbo Technologies (HTT), Pune, India

Sep 2009 – May 2014

Responsible for end to end customer management and Sales, Inventory and Operations Planning and New Project launches.

NPI Management:

- Ensured smooth launch of Hyundai i10 Grand (Aug 2013) and Volvo Eicher Commercial Vehicle project in Mar 2014.
- Both programs combined to boosted 3.3M\$ in terms of sales value to HTT India in 2014.

Demand and Sales, Inventory and Operations Planner:

- Prepare the monthly and yearly forecast of Sales, Operations and Inventory based on demand analysis.
- Analytically measure the impact of corporate and plant level decisions on the operations and sales for future.

Customer Desk/liaising:

- Responsible for short term demand analysis, sales forecasting and operations planning for individual customers.
- Primary Point of contact for OEM's like Hyundai, Mahindra Heavy Engines, Volvo-Eicher Commercial Vehicles, etc. and Internal company sales.
- Increased Q1 2013 sales by 10% against Projection of Q2 2013 and reduced Finished Goods Inventory by 24% in Q2 2013.

Warehouse management:

- Instrumental in analyzing pallet position in warehouse, setting up systems and processes in the new external warehouse.
- Conducted end to end audits of system as an internal third party observer to check health of systems.
- Helped the company to pass Customer Audits with B+ rating and secure orders worth 200k units/year.

Techshot Lighting, LLC (TSL), Floyd Knobs, IN (Internship, Continuing ELI)

May 2015-Aug 2015

Responsible for setting operations and export program with financial analysis of the company.

- Responsible for setting up a comprehensive export plan for the Techshot lighting business in \$3 million market.
- Provided a financial model to account for all TSL expenses (direct and indirect) and provided pro forma income statement for 2015 and 2016.
- Helping in setting up the overall operations plan for TSL.
- Drafted a marketing plan for TSL for customer outreach and feedback to map out steps for breaching \$5.5 million military market.

Additional Information:

- Semi-finalist 2015 Burton D Morgan Business Plan Competition.
- 2nd Position General Motors Case Competition 2015; 5th Position in APICS Great Lakes 2015 Case Competition.
- **Awards and Recognitions:** Recipient of various BRAVO awards for initiatives taken in HTT.
- **Software Known:** Proficient in using MS Excel, MS Word, MS Power point and SAP TAP and APO module. Basics of SQL and Access.