

CURRICULUM VITAE



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Key Skill Set (12+ years of Global experience in supply chain and Commercial operations in USA based Company)

- Demand and supply planning
- Inventory allocation
- Billing planning
- Logistics management
- Warehouse management
- Team handling
- KYC & e-Invoice
- Order fulfillment
- Policy framing(SOP's)
- S & OP
- Budgeting and forecasting
- Handling customer issues

Lead Supply chain & Commercial Operations at Wipro GE Healthcare India Pvt Ltd (July 2012 to Aug 2024)

Job summary

The primary purpose the role is to proactively lead the sales operations team responsible for supporting, to achieve revenue, sales and profit targets and providing detailed analysis on same.

- ❖ Manage sales contracts, track customers, and coordinate cross-functional activities across departments.
- ❖ Set up dashboards and reports, both in CRM and beyond, to track sales operations and cross-functional efficiencies, and identify areas for improvement.
- ❖ Serve as a liaison to Supply Chain & Operations to improve overall effectiveness and efficiency.
- ❖ Track and analyze KPIs for growth, win/loss rates, upsells, renewals, quota attainment and identify individual performance areas for improvement.
- ❖ Own the end-to-end process of tracking the sales funnel and operational metrics and deliver regular insights to the business. Define and deliver recommendations to improve the funnel performance for sales management.
- ❖ Form strong relationships and maintain regular contact with Sales Managers, Sales Representatives and Sales Leaders

- ❖ Create and maintain documentation on sales processes, policies, and create and provide relevant sales training materials to assist with onboarding new sales talent.
- ❖ Preparing and circulating the order In, Revenue and open order status reports to sales heads at region, salesperson level & product level.
- ❖ Preparation of Key accounts, Flow orders by region & segment and segregation of premium and value products.
- ❖ Providing Hyperion walk on timely basis to find the variances in spending.
- ❖ Providing the variance analysis from actuals to Budget and forecasts.
- ❖ Monitor and Manage Monthly base cost through detailed analysis spending and giving trigger points to managers.
- ❖ Prepare and circulate all operating expenses spent analysis dash boards to management team. These include Travel summary at salesperson level, marketing expenses spent etc.
- ❖ Monitoring the P&L monthly & quarterly, to make sure revenue recognition criteria will not impact.
- ❖ Supporting Senior Management Team and Business Controllers with in-depth analysis.
- ❖ Perform and ensure high quality account reconciliations for all accounts 100% on time and with 0 defects
- ❖ Preparation of MIS reports to provide feedback to top management Preparation of various budgets and their comparison with actuals on monthly basis.
- ❖ Preparation of Variance Analysis, profitability analysis at company & Operating units level.
- ❖ Provide ad-hoc revenue related reports to cross-functional departments and management as requested.
- ❖ Analyze current and past trends in key performance indicators including all areas of revenue, expenses.
- ❖ Work closely with the sales organization to ensure sales goals are consistently met.
- ❖ Review and evaluate, on a continuing basis, the sales operations group's performance
- ❖ Order evaluation and fixing the product pricing by doing detailed margin analysis.
Providing competitive pricing to win the deals, based on history.

Work Experience: S&P Capital IQ India Pvt. Ltd.

Having 5.6 years of experience as a senior research analyst (From 8th Jan 2007 to June 2012)

- Providing the consensus for the reporting qtr.'s based on estimates.
- Changing of estimates based on reported actuals & guidance.
- Calculation of correct revenue numbers based on company actuals validation of Target price provided by the contributors.
- Supporting to customers on their queries.
- Supporting to employees in resolving their queries.

Education and Credentials

- Post graduate diploma in international business from SCDL, Pune.
- Bachelor of commerce in from Acharya Nagarjuna University.

Technical Qualification:

- Sales force applications
- Apptus
- Hyperion
- My orders(order management tool)
- MS Office (Excel, power point, word)
- Oracle

Personal Details:

Marital Status	:	Married
Date of Birth	:	01 st July, 1982
Nationality	:	Indian
Languages known	:	English, Telugu and Hindi.