

Paras Udani

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CAREER OBJECTIVE:

To enhance my working capabilities, professional skills, business efficiencies and to serve my organization in best possible way with sheer determination and commitment. To have continuous improvement & problem-solving mindset to deliver Executional excellence, Stakeholder and Project Management.

Skill Sets

Category and Space Analysis, JDA Space Planning, Nielsen Spaceman, Advance Excel, Power BI Reporting, Process Automation using VBA, Project Management.

WORK EXPERIENCE:

Senior Analyst, Space Planning & Development – Giant Eagle, Bengaluru

- January 2023 - Present

❖ Core Responsibilities in Micro Space Planning:

- Become a proficient user of merchandising and organizational systems. Gain a complete understanding of data flow vendor item lifecycle. Continually develop skills on organizational systems to ensure Giant Eagle is making optimal use of all current and future functionality.
- Conduct space analysis based on sales data to optimize space allocation for each category assigned ensuring optimal mix of products.
- Created and presented detailed reports on category performance, highlighting key insights and recommendations for space optimization.
- Prepare assortment fitment to determine the number of articles to be listed in new store openings. Analysed individual product performance within categories to optimize assortment and shelf placement, maximizing sales and minimizing out-of-stocks.
- Utilize JDA/Spaceman software to maintain and update planograms based on information from Excel spreadsheets accessed via SharePoint. Interpret and act on error messages triggered from in-house space planning application.
- Lead, train, and develop additional staff on processes and tasks that support the cross functional team.
- Understand category and nuances of the project to deliver store specific planograms.

❖ Ad-Hoc Responsibilities in Excel Automation:

- Assisted with automation of merchandising department's manual processes by writing VBA codes & Power Query to speed processes and maximize accuracy.
- Worked directly with Micro-Space Planning/ Macro-Floor Planning/ Pricing & Promotions and Reporting teams to develop and implement priority solutions.

- Created number of mini projects for process improvement and overall increase in productivity and gradually giving back more time to TMs to focus on making more strategic decisions and to increase overall team productivity with accuracy.

Accomplishments: Quarterly Awards



Senior Space Planner - Shell, Bengaluru

August 2022 – Jan, 2023

❖ **Core Responsibilities in Micro Space Planning:**

- Working collaboratively across multiple sets of stakeholders – business SMEs, IT, Data teams, Analytics resources, etc. to deliver on project deliverables and tasks.
- Identify actionable insights that directly address challenges / opportunities.
- Understanding business KPI's, frameworks and drivers for performance.
- Create planograms and work on the analysis part to drive in house planograms.

Senior Analyst, Space Planning & Development – Giant Eagle, Bengaluru

- December 2021 – August 2022

- Utilize JDA/Spaceman software to maintain and update planograms based on information from Excel spreadsheets accessed via SharePoint. Interpret and act on error messages triggered from in-house space planning application.
- Analyse Sales for fitment of items and create world class planograms.
- Ensure primary visibility of stock for walk in customers on the shelf.

Senior Space Planner – Lowe's, Bengaluru

May 2021 – Dec, 2021

- Leverage Project Management practices to help the team deliver projects within prescribed timelines with expected level of quality.
- Lead and improvised the process by automating manual/repetitive tasks using MS office tools (Taken ownership and used automation skills to reduce manual efforts for executing quality checks which resulted in 100% accuracy in the assigned projects and improvised the existing process across POG and Floor Planning Teams.

- Responsible for maintaining reports and publishing to the leaders using Data Visualization tools like Power BI.
- Work in a team environment with focus on achieving team goals vs individual goals.
- Act as back-up for Lead Space Planner on Projects, Space Insights & recommendations.
- Lead projects involving macro/micro space design, planning and execution for respective business area/division.
- Responsible for developing and maintaining global partnership for seamless exchange of knowledge and context.

Space Planner – Lowe's, Bengaluru

March 2020 – April, 2021

Responsibilities:

- Responsible for managing a team of associates and timely delivery of impactful and visually appealing planograms which will drive sales, margins, enable efficient store operations and provide an exceptional in store customer experience.
- Lead Planogrammer / SPOC for Rough Plumbing & Rough Electrical Category.
- Act as a Project Lead and maintain individual and project specific data for project monitoring and project status.
- Coordination with Merchandising partners to determine presentation direction and create planograms as needed for new and remodel stores and drive the development of special projects such as: new merchandising strategies, fixture strategies and developed project documentation.
- Understand category and nuances of the project to deliver customer specific planograms.
- Displayed high sense of accountability and presence of mind when completing requests with high visibility.
- Master and own the monthly deliverables in the form of reports and send quality output in a timely manner.
- Work alongside of peers and inculcate best practices and elevate team's ability to tackle business questions with value adds.
- Training, developing, and sharing best practices with associates.

Accomplishments:

- Successfully Piloted P2B Process at SSCB. Created process map for POGs to Build process & shared it with the product team during the process discovery phase. Executed Phase 2 to Phase 5 with 100% accuracy. Single handedly managed phase 4 & 5 and completed it with 100% accuracy & with 125% productivity.
- Successfully led Rough Plumbing Project and act as a division backup for Phase 5-9. Total POGs audited were 11700 with 99.34% of accuracy. Lead a Team of 13 associates and constantly monitored individual TM's performance, Project Status using Excel Template and Power BI Dashboard which showcased execution progress across 32 categories.
- Successfully piloted a project with partial hand off call and created documents like POG hand Off, Proofing and Strategy which was confirmed by SSCM partner and served as a reference point for POG Execution.

REWARDS & RECOGNITIONS:

- **Spot Award: Apr 2021**
Taken an initiative to automate ISV process. This automation saves 60 mins everyday and 226 hours annually at global level. Additionally, created an excel dashboard for daily tracking and provides visibility

to the TM's and Project Lead (US & Bangalore Team). It is dynamic and interactive in nature and it provides Project insights at individual and project level.

□ **Spot Award: Nov 2020**

Successful partnership globally and locally for Phase 8 project. Total team members managed were 30 (24 Bangalore & 6 US) to communicate on a daily basis and solve queries for the team. Recreated project dashboard in Power BI to get quick overview on project status and team member performance. Completion of the project on time with 100% accuracy.

□ **Spot Award: September 2020**

Lead a Rough Plumbing Project for Phase 5 & 6 and managed 25 categories in a tight timeline to support POGs impacting P51 stores. Developed a project dashboard to provide progress status across 25 categories, TM execution view and resource utilization. Managed a team of 13 TM's with quality score of 98.5%.

□ **Spot Award: April 2020**

Successfully transitioned POGs to build capability to SSCB for Rough Plumbing division and have fully onboarded which resulted in direct communication with the merchants for assortment alignment. Worked with product team to fully automate the process.

Assistant Manager, Micro Space Planner – Aditya Birla Retail Ltd, Mumbai

Nov 2015 – Mar 2020

Responsibilities:

- Lead Planogrammer for Personal Care/Homecare category for supermarkets.
- Maintaining product master & monitoring display through planograms.
- Allocating & controlling space for an assortment and Interacting with Store Layout Team and finalize the space allocation. Ensuring timely release of planograms for new stores and modified planograms for operational stores along with MBQ Report preparation.
- Providing JDA space planning training to new team members and to liaise continuously with vendors to obtain and understand insights into Consumer buying. Pro-actively have a regular store visit to understand practical challenges faced in regard to display of the SKU's.

Customer Service Analyst – Marks & Spencer, London, UK

Jan 2010 – May 2013

Responsibilities:

- Always assure the stock availability and meeting the deficient levels to have a consistent approach with Identification of fast-moving products & the products which need to be discarded from the display.
- Regular follow up with concerned vendors for timely delivery of materials along with Booking in deliveries that come from our depots.
- Maintaining all the purchase orders and vendor payments and follow up with the accounts team as per PO and Creation of orders and vendors details in the software.
- Process and maintain customer account information in a timely and accurate manner.

EDUCATION:

QUALIFICATION	BOARD	SPECIALISATION	YEAR
Master's in business administration	University of Wales Institute, Cardiff	International Business	2009 - 2011
Bachelor's in management studies (BBA/ BMS)	Ritumbara College (MKS), Mumbai University, India	Marketing & International Finance	2005 – 2008

Date of Birth: 17th Nov 1987**Marital Status:** Married