# AMIT MESHRAM
Male, 18/09/1991
**LinkedIn:** https://www.linkedin.com/in/amit-meshram

7+ Years of Experience
Mob: +966-558015265
**Email:** Amitmeshram189@gmail.com

## CURRENT ROLE

| Landmark Arabia | Business Analyst & Executive Assistant | Oct'22 - Till Date |
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| **Key Projects** | ▪ **Shrinkage Reduction –** _18 Mn SAR saved on bottom line_<br> - Conducted comprehensive staff training and daily briefings to enhance shrinkage awareness and adherence.<br> - Instituted stringent SOP compliance measures and weekly RFID inventory audits to mitigate shrinkage risks.<br> - Developed a unified Shrinkage Policy to streamline operations and focus efforts on shrinkage reduction.<br> - Aligned brand heads, executed tailored store action plans, and ensured thorough audit oversight in each store<br>▪ **Return to Warehouse –** _Raise the compliance from 35% to 99%_<br> - Streamlined the RTW process to ensure compliance, minimize costs, and enhance operational efficiency.<br> - Coordinated with inventory managers for advance planning and staff allocation, led to over 95% compliance<br>▪ **Radio-Frequency Identification –** _Achieved the RFID Accuracy at 98%_<br> - Spearheaded staff training and implemented RFID across 90 retail stores in Saudi Arabia.<br> - Directed stock level revisions, minimized backroom stock, and ensured 100% RFID tagging for Accuracy<br>▪ **Tamara Payment Launch –** _Improved the business contribution from 0.7% to 1.4%_<br> - Collaborated with Marketing and VM team to install Tamara signages and LED videos across the stores<br> - Partnered with Tamara to create social media content to promote the partnership and customer awareness<br>▪ **Retail Profitability Enhancement –** _4.3 Mn SAR Savings on Staff Costs_<br> - Executed a 90:10 staff optimization model, balancing regular and temporary hires, sync with business cycles.<br> - Restructured hierarchy to streamline management, prioritizing customer service and operational efficiency.<br> - Introduced varied incentive schemes to boost staff productivity and align with store profitability goals.<br>▪ **Store Renovation with Minimal Business Disruption -** _average saving of 17 days_<br> - Developed a renovation plan averaging 90 days, ensuring smooth business trading through strategic phasing<br> - Maintained operational efficiency during stock reduction and movement of fixtures with renovation phases<br>▪ **Data-Driven Dashboards for Enhanced Efficiency and Performance**<br> - Developed critical dashboards, including Shrinkage, Operations Excellence, Sales, Stock Ageing, etc.<br> - Ensured seamless integration of data-driven insights, striving for continuous improvement & efficiency |

## PAST WORK EXPERIENCE

| Yokohama Off Highway Tires (YOHT) | Sourcing Manager (Business Transformation) | June'19 – Sep'22 |
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| **Key Projects** | ▪ **Digitization of End to End Sourcing & Procurement process**<br> - Prepared Business Case for **Source to Contract** (S2C) and **Procure to Pay** (P2P) project<br> - Prepared detailed **RFP (Request for Proposal)** of the project while interacting with cross functional teams<br> Documented **Pain Areas** and current **As-Is process** through Swimlanes from stakeholders<br>▪ **Product Data Management (PDM)**<br> - Deployed the Master Data tool covering the entire company **Item, Customer, and Price master data**<br> - Manage multiple stakeholders & vendors to achieve smooth **integration between ERP & non-ERP systems**<br> - Spearheading the **issue/query resolutions** with quick turnaround time through MIS tool<br>▪ **Logistics Tracking Project**<br> - Managed the overall functioning of the logistics tracking software called Go-Comet<br> - Increased the scope of the software to cross-functional teams by providing customized solutions |
| **Achievements** | ▪ Achieved **INR 5 crore** approval for implementing the Sourcing and Procurement Platform from CEO |

| Infosys | Test Engineer | Oct'14 - May'17 |
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| **Key Projects** | ▪ **Risk rating validation in Anti-Money Laundering**<br> - Built an automation framework through Selenium tool, which reduced overall execution time for testing<br>▪ **Corporate banking (Domestic & International Payments)**<br> - Automated project standard testing activities which are being executed by peers in every regression cycle<br> - Remodeled data mapping structure for performing data validation of entire banking application |
| **Achievements** | ▪ Received Infosys **Best Debutant Award** under Independent Validation Services Unit for good performance<br>▪ Achieved **Infosys Awards for Excellence** for best applied automation category in 2016 |

## B-SCHOOL INTERNSHIP

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| **GGK Technologies** | ▪ **Product Manager Intern (Business Intelligence)**  Apr'18 – May'18<br> - Identified and conceptualized **13 new features** for technical and functional **improvement** of Explora-BI<br> - **Benchmarked** by analyzing unique features in **data analysis tools** like **Tableau, Power BI & Datapine** |

## ACADEMIC PROFILE

| MBA | Indian Institute of Management, Kozhikode **(IIM-K)** | 2.81/4.3 | 2017-19 |
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| B.Tech. (E.C.) | Dr. Babasaheb Ambedkar College of Engineering & Research, Nagpur | 66.6% | 2009-13 |

## B-SCHOOL NATIONAL LEVEL COMPETITIONS

| Campus Finalist | ▪ National level **Business Incubation Program**-IIMK LIVE for Startups | 2018 |
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| Campus Finalist | ▪ Master Plan, annual B-plan competition conducted by **IIM Ahmedabad** | 2018 |

## POSITIONS OF RESPONSIBILITY

| IIM Kozhikode (MBA) | ▪ **Elected Member, Information Technology Committee**  2017-19<br> - Launched an IT product **Complaint Management System,** a complaints logging application for IIMK<br> - Introduced an online **Payment Portal** for 800+ students of IIM Kozhikode for tracking of their expenses |
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| DBACER Nagpur (B.Tech) | ▪ **Technical Head, Techtroid, Departmental Forum**  2012-13<br> - Organized inter-college events attracting a footfall of **120** students from **13 colleges** from Nagpur |

## HOBBIES

| HOBBIES | ▪ Lawn Tennis and Chess |
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