

RAVI KUMAR JHA

📞 9111012173

✉ rkj2722@gmail.com

📍 3B, Mandhana house
Saket Nagar, Indore

EDUCATION

BE Mechanical (2010-2014)

Punjab Engineering College

Senior Secondary Education

Sanik School, Nagrota (J&K)

(2002-2009)

LEADERSHIP AND ACHIEVEMENT

Operationns head for the event "Life @ B school the biggest event organise by educorp (management consulting firm)

Awardee of college color (Highest honary award given in PEC university of technology)- for outstanding performance in sports
Finacce secretary of Daniels a not for profit orgainization registtered under chandi-garh adminstration

Captain and volley ball team at school and university

Scholastic achievement

Cleared NDA service selection board interview for indian airforce

Participated in all India hindi debated competition organised annually by CBSE

CO-CURRICULAR EXPERIENCE

Participated in two Indore Marathon in 2017 and 2018.

Represented J&k in Nehru Cup national hockey chapoinship and member of universi-ty team for cricket, volleyball, Football and Won various award for team and myself
Won total of 20 gold , silver and bronze medal in college level atheletic meet.

Professional Mountaineering Course, Pahalgam (J&K)

WORK EXPERIENCE

KRITI NUTRIENTS LTD

(Mar2018 - Jun2020)

Completed survey for edible oil market diagnosis in 30 weeks. Work with LFC (Levers for change) a Consultan-cy firm for performance transformation in oil division of this orgainization

As a team we surveyed core audience of 150 Towns and 400 villages of Madhya pradesh in the spain of 5 Months to understand the customers, market, competi-tior landscape, Major lavel of distribution associated with soya refined oil

Re aligned organization structure to standarise city development programme, satndardrise AOP in pursuit to achieve time stipulated and quantifiable objective growth

Do pilot for financial year 2019-20 in implementation phase of project UDAAN.

Direct and manage strategic planning for logistic in Kriti oil depo

Develop and manage sales annd operation planning process.

Implement Dealer management software across all active town which allows all dealers to book and track there sales/ purchase through online portal

Implement series of 10 Webinar through social media platform Zoom. which allows 800 people live and 2500 views on social media platform of Kriti nutrients limited

Evaluate and track overall performance of active towns, Sales team , Purchase planning by gather-ing,analysing and inpretating data and metrics

Achieve10 % Y-o-Y growth in overall sales volume and 33% increase in numbers of active town in financial year 2019-20.

Level 2, grade A holder in mountaineering from Jawahar Institute of Mountaineering and Winter Sports.

Daniel’s (NPO)

Organisation run by students of PEC university of technology, involved in charity and personal development through events of various scales

Social

National Cadet Corp
(August 2002- april 2009)

National Service Scheme
(August 2010- July 2011)

**SKILLS AND
INTREST**

Top skills

Microsoft Office
Ms Excel
Project mangement
Engineering
Buisness Strategy

Interpersonal skills

Cross functional team
leadership
Problem solving
Customer Service
Training

MAALGAADI – REDEFINE TRANSPORTATION

(Jan 2016 - Feb 2018)

Supply retention program

Ensuring long term and profitable relationship with bussiness partners and supply retention through effective reward and recognition program

Monitoring of the overall health of the fleet and the business
Understand the driver problem and ensure the timely solution to earn the faith of drivers and retention

Fleet Quality [Training]

Create innovative method to train the drivers. So that they can absorb the MaalGaadi Value, to provide highest quality of service to customers.

Create three stage Driver Training program to be certified MaalGaadi Drivers

Process structuring and financial optimization

Identify operational and structural weakness and help improve or innovate new process and solutions to keep our team as efficient as possible

Work with LFC (Management Consultant) to structure the internal processes of Departments for lean, Smooth and effective functioning - Maintain Bridge between operation and Tech department to transform the Manual work in to Tech based. To help them making the model lean, Meaningful, scalable and Profitable

EDUCORP CONSULTANCY PVT. LTD.

(Jun 2014 - Dec 2015)

Strategic Input

To assist the management team in the development and implementation of operational strategies

Coordination and Supervision

To coordinate and monitor the work of academic operations viz. planning, execution, feedback, and troubleshooting

Inventory Management

To maintain optimum inventory of the material to ensure proper service

Scheduling and Academic Operations

To prepare weekly academic schedule and ensure logistical efficiency for the Co-Curricular classroom programs