

# Sagi Raghava Raju

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Project Management | Supply Chain Management | Strategy Consulting | Business Process Improvement

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A simplifier by nature qualified and trained to cut through the argument and doubt offering value added solutions. Adept at assessing needs, generating options, and implementing solutions in collaboration with clients and stakeholders.

## CORE COMPETENCIES

- Project Planning
- Program Management
- Business Strategy
- Analytical Writing
- Organizational Change
- Business Plans
- Financial Analysis
- Client Management
- Operations Management
- Financial Modelling
- Finance Management
- Strategic Planning

## PROFESSIONAL EXPERIENCE

**Associate Consultant, Impact Consulting, Bahrain**

**Aug 2017 - Till Date**

**Associate Consultant** Responsible for analysing data shared by the clients & identification of business issues & challenges. Design & recommend value add business strategies for accomplishing business goals set by key stakeholders and identification of challenges that could be faced in implementation of holistic business strategies for the client's business.

### Project Profile:

Multiple Projects

Clients – Multiple clients across IT, Retail, Government Sector, Logistics, Construction & Banking in GCC

### Accomplishments:

- Designed standalone dashboards enabling organizations to monitor their performance in real-time by Board of Directors of Qatar based Wellness and Fitness MNC
- Reduced the turnaround time of the general services at a bank by about 40% with introduction of a ticketing system
- Recommended & implemented corporate restructuring of medium sized companies resulting in reduced business costs for these companies
- Performed business process re-engineering resulting in reduction of procurement cycle time by 50% for a Bahraini bank

**Project Manager**

Responsible for the design of Balanced Scorecard based strategic initiatives and KPI dashboard to monitor the performance of the organization. Identify process barriers in the organization and execute projects aimed at improving the organizational effectiveness and the overall productivity of the organization.

### Project Profile:

Title – Development & implementation of strategic framework & corporate function

Client - IT firm in KSA & Jordan

### Accomplishments:

- Implemented 22 strategic initiatives identified as a part of design phase, which includes initiatives linked to customers, revenue and profitability, resources and internal processes
- Trained internal staff of about 200 employees on strategy linked objectives and new processes designed during the implementation phase
- Developed & implemented comprehensive performance management system for about 200 employees
- Optimized resource allocation across different projects improving the project profitability by 25% with the re-designing of the project management policies & procedure for the firm
- Developed a tailor-made CRM system resulting in a 90% increase in the customer satisfaction ratings along with reduction of the customer acquisition cost
- Conducted research through customer surveys as part of business marketing improvement to establish account management at the firm and enhance the bottom line by identifying cross selling and up selling opportunities for the Marketing department
- Led a team of technical writers in preparation of instruction manuals, how-to guides and other product supporting documentation

<b>Pipe Stress Engineer</b>	Responsible for planning and defining scope for the INP (Indian Nuclear Plant) PSAR (Preliminary Safety Analysis Report generation) project for WEC (Westinghouse Electric Company) along with monthly resource planning, budget development and value add activities for a period of 18 months.
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**Project Profile:**

Title - AP1000 Plant (Auxiliary Building, Turbine Building)  
Client - Westinghouse Electric Company LLC, USA  
Software Used – DST Pipe Stress, Navisworks, MS Project

**Accomplishments:**

- Managed projects from the requirements gathering/needs identification phase through to delivering and handover
- Performed static/ dynamic stress analysis, flange leakage evaluation, nozzle flexibility
- Performed hydro-dynamic load calculations, relief valve calculations and applied thrust forces

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## ACADEMIC QUALIFICATIONS

Global Masters in Business Administration, specializing in Global Logistics and Supply Chain Management

**Project 1** :Benchmark study on the 3PL (third-party logistics) service providers and service provider selection criteria exercised by retailers in Dubai

- Performed benchmark study of Jumbo Electronics business practices vs industry best practices
- Identified 3PL service provider selection criteria of the Dubai FMCG retail business domain

**Project 2** : Consultation project for picking process evaluation and optimization at Jumbo Electronics central warehouse in Dubai

- Executed a Time-Motion study to map out and evaluate the picking process at Jumbo Electronics warehouse
- Identified and recommended action points for elimination of picker efficiency inhibiting factors

Bachelor of Technology in Mechanical Engineering

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## SKILLS & CERTIFICATIONS

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| <b>Professional Skills</b> | <ul style="list-style-type: none"><li>• Microsoft Office Tools (Word, Excel, Power Point, Access, Project &amp; Visio)</li><li>• Conversant with Business Intelligence Tools – Power BI for Office 365, Tableau</li><li>• Balanced Scorecard, DMAIC, Benchmark Study &amp; RCA (Root Cause Analysis) methods</li><li>• Working knowledge of ASME, ANSI, AERB, IAEA Codes and Standards</li><li>• Working knowledge of ISO 9001:2008 (QMS) and ISO 14001 (EMS)</li></ul> |
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| <b>Certifications</b> | <ul style="list-style-type: none"><li>• Lean Six Sigma White Belt</li><li>• Project Mgmt. Essentials from Management and Strategy Institute</li><li>• Certificate Program in Contract Management from The World Bank (E.No: HOZUpIbDnu)</li><li>• Problem Solving skills - Logical Framework Approach (LFA) from International Atomic Energy Agency (IAEA)</li></ul> |
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| <b>Soft Skills</b> | <ul style="list-style-type: none"><li>• Attention to Detail</li><li>• Creative Problem Solving</li><li>• Committed</li><li>• Excellent Communication Skills</li><li>• Competitive Intelligence</li><li>• Strong Work Ethic</li></ul> |
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## ACHIEVEMENTS & AWARDS

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| <b>Robotics</b> | <ul style="list-style-type: none"><li>• Founded a 14-member robotics club at CEC in 2009 and co-hosted a two-day robotics workshop for 1400 participants in collaboration with IIIT Robotics Research Lab, Hyderabad</li></ul> |
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| <b>Uni-Bike Design, Chennai, India (2010)</b> | <ul style="list-style-type: none"><li>• Received personal appreciation from Mr. Dilip Chhabria (Founder of DC Design) for the design of electric Uni-Bike at Autodesk's Design ACE, 2010</li></ul> |
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| <b>Awards</b> | <ul style="list-style-type: none"><li>• Table tennis Champion at S P Jain School of Global Management</li><li>• Two times 'Team of the Month' awardee at Cyient in 2011 &amp; 2013</li><li>• Student body President - Chaitanya Engineering College 2010</li></ul> |
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