UJJAWAL AGARWAL

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PROFESSIONAL SUMMARY

Supply chain and operations leader with nine years in FMCG distribution across 850+ outlets and 650+ SKUs. Cut order-to-delivery from 4-5 days to same day and helped grow annual revenue ~70%. At Accenture, earned client approval for a workflow POC improving process control, service-level visibility and capacity planning. Lean Six Sigma Green Belt.

PROFESSIONAL EXPERIENCE

Accenture | Business Transformation Specialist (Intern) **Apr 2026 - Jun 2026**

FlowOps: workflow proof of concept (POC) for a U.S. retirement services provider

- **Earned client approval for IT implementation** of FlowOps by translating discovery across 6 teams and 50+ SOPs into standardized workflows covering 7 teams and 11 request types.
- **Reduced repeat entry and clarified handoff ownership within the POC** through single intake, rule-based routing and SOP checklists, giving each case a defined owner, next step and audit trail.
- **Enabled earlier identification of service delays** through live service-level agreement (SLA) tracking and explainable breach-risk scores, helping prioritize at-risk cases and expose delayed handoffs.
- **Enabled capacity-aware workload planning within the POC** through workload-based assignment and what-if reassignment previews, allowing team leads to compare allocation options before moving cases.

Ajanta Traders | Senior Manager, Operations & Sales **Jul 2016 - May 2025**

FMCG distribution: Amul (GCMMF), Hindalco, Godrej, Hershey's and Dey's Medical

- **Cut order-to-delivery from 4-5 days to same day** by resolving billing and dispatch bottlenecks: built a salesperson ordering app and office dashboard, linked orders to Marg ERP through Excel imports and expanded delivery capacity.
- **Protected availability across 650+ SKUs during seasonal peaks and COVID-19 disruptions** using Excel moving averages and seasonal indices to plan inventory ahead of demand and coordinate stock with cold-chain delivery capacity.
- **Added 200+ accounts across an 850+ outlet network** by segmenting wholesalers and retailers by sales velocity and order frequency, prioritizing field coverage and allocating stock by outlet segment.
- **Helped grow annual revenue ~70%, from INR 101M to INR 171M**, through sales and distribution improvements across 5 principal brands; used weekly salesperson, route and outlet KPIs to guide corrective action.

EDUCATION

Rutgers Business School | Master of Supply Chain Analytics (STEM-designated) **Expected May 2027**

XLRI - Xavier School of Management | PGDM (MBA equivalent) | 33rd globally, Financial Times MiM 2026 **2025 - 2027**

Indian Institute of Information Technology, Jabalpur | B.Tech, Electronics & Communication **2012 - 2016**

SELECTED PROJECTS AND RESEARCH

Tata Steel | Green steel distribution strategy **2025**

- Led a 6-member team to guide launch priorities for low-carbon rebar: assessed willingness to pay across 4 buyer segments and designed a 3-phase market-entry and distribution rollout from metro pilots to retail scale.

ICICI Bank | Consumer preference analytics **2026**

- Placed 3rd of 46 teams by converting a 4-stage experiment with 278 participants and 5,000+ data points into 3 behavioral segments and a product strategy presented to ICICI leadership and Ipsos.

HEALIX Ops Vision | Last-mile healthcare proposal **2025**

- Reached the national finals with a last-mile screening concept and a deployment value case: modeled ~50,000 units over 3 years (~USD 15M obtainable market) and a projected 2.47:1 program return.

Publications | Teaching cases and IEEE research

- Co-authored 2 teaching cases on digital asset management and community healthcare operations, published by IIM Ahmedabad and Harvard Business Publishing and taught at XLRI; IEEE 2015 optimization paper (13 citations).

SKILLS AND CERTIFICATIONS

Supply chain: Demand forecasting; inventory planning; replenishment; cold-chain logistics; distribution; capacity planning.
Process improvement: Lean Six Sigma; Theory of Constraints; root-cause analysis; process mapping; SOP redesign; KPI design.
Analytics: Excel (Solver, pivots, dashboards); SQL; Python; Power BI; Tableau; Minitab.
Supply chain systems: Marg ERP; Botree DMS; Bizom SFA.
Certifications: Lean Six Sigma Green Belt; Data Insights Program (Power BI and Python), Grant Thornton Bharat (2025).