



RAJAT MAHESHWARI

dx25rajatm@iima.ac.in | +971-506804546 | Location: Dubai,UAE | linkedin.com/in/rm1198

PROFESSIONAL SUMMARY

Engagement & Commercial Strategy Lead with **5+ years** driving cross-border operational execution, enterprise partnerships and multi-system integrations across global partner ecosystems. Combines an **engineering foundation** and an **MBA from IIM Ahmedabad** with a track record of securing high-stakes institutional mandates, including engaging and winning buy-in from a **\$200M+ AUM family office**. Focuses on partnering with executive leadership across regulated markets to audit operational bottlenecks, identify workflow automation opportunities, and bridge institutional strategy with next-generation enterprise technology.

CORE SKILLS & COMPETENCIES

Project Execution:	End-to-End Project Delivery, Capex & Opex Governance, Multi-System Integration, Risk Assessment & Mitigation, Schedule & Budget Tracking
Operations & CX:	Customer Journey Mapping (CJM), Delivery Experience Management, Senior Leadership Communication, Cross-Functional Stakeholder Management
Tools & Technical:	ERP Systems, Order Management Platforms, SQL, Python / Google Colab (AI Coding), Refinitiv Eikon, Advanced MS Excel, MS PowerPoint

PROFESSIONAL EXPERIENCE

MD'S OFFICE | ASTHA FERRO ALLOYS PVT LTD

Project Lead & Strategic Execution

Raipur, India

Jul 2023 – Jun 2025

- **Distribution & Trading Operations:** Owned distribution and trading operations planning as a cross-functional project, contributing to **\$4Mn annual revenue**, aligning sourcing, storage, and dispatch.
- **Recovery Optimization:** Achieved **2% increase in manganese recovery**, adding **~\$310K annual revenue** by optimizing charge mix and slag recycling.
- **Capex Project Execution & Safety:** Owned end-to-end deployment of WHR System as a capital project (**\$400K+ Capex**), conducting risk assessments, safety compliance audits, and budget tracking to **save \$430K annually**, improving raw material scheduling and reducing furnace downtime.
- **Capacity & Working Capital:** Owned capacity and inventory planning for dispatch sequencing, which reduced holding period by **~12-15%** and released **\$400K in working capital**.
- **Vendor & SLA Management:** Led a cross-functional project to ideate and develop a performance dashboard that reduced TAT by **~150 man-hrs** via vendor evaluation for transportation.
- **Multi-System Integration & Rollout:** Owned enterprise ERP Implementation and Integration program end-to-end scoping, execution, and rollout saving **3.6K+ man-hours yearly**, cutting audit prep time from 12 days to 7 days and training 15+ individuals in plant and warehouse.

LONDON STOCK EXCHANGE GROUP (LSEG)

Business Operations Analyst

Bengaluru, India

Mar 2022 – Dec 2022

- **Index Governance & Risk Testing:** Conducted Liquidity testing for Securities in Universe collation which resulted in amendment of **more than 15% of Indices**.
- **Process Optimization:** Leveraged Refinitiv Eikon to extract and improve efficiency in data retrieval by **25%**.
- **APAC Universe Expansion:** Built APAC equity universe by extracting free float, pricing, and liquidity volumes data using Eikon, covering IPO research for recently listed and upcoming securities across the region.

SCHNEIDER ELECTRIC PVT LTD

Analyst – Project Execution & CX Specialist

Bengaluru, India

Aug 2020 – Mar 2022

- **Global Program Strategy & Delivery:** Owned end-to-end program strategy and delivery, achieving **€2M cost savings per year** by migrating **650k+ SE partners** to a new platform across **80+ countries** by scoping project plan, coordinating cross-functional stakeholders and driving phased execution.
- **Workflow Optimization & CSAT:** Improved CSAT by **10%** & saved **2.4k+ hrs** across 20 countries by implementing workflow changes in order management platform, demonstrating user-centric product enhancement and cross-market execution skills.
- **Defect Resolution & Leadership:** Directed cross-functional team of 4, driving project execution to reduce a backlog of revenue/rewards incidents by **33%**, improving pipeline quality and reporting transparency.
- **Multi-Stakeholder Coordination:** Collaborated with **15+ stakeholders** across 80+ countries to resolve **~30 bugs/month**, ensuring platform reliability, risk mitigation, and compliance for international sales operations.
- **Delivery Experience Improvement:** Owned delivery-experience improvements as Customer Journey Mapping Leader for Eurotherm subsidiary, aligning offer positioning, stakeholder communication, and regional execution across sales teams.

EDUCATION & INTERSHIPS

IIM AHMEDABAD | MANIPAL INST. OF TECH:- B.Tech (Mechanical)

2025–2026 | 2016–2020

- **Dynatrade Internship (Dubai, UAE):** Optimized auto parts procurement across 160+ global suppliers by driving inventory planning (min-max, lead time, demand analysis) and managing daily vendor operations.
- **Supply Chain Internships:** Delivered "Excellent" graded supply chain solutions at Maruti Suzuki India Limited; completed projected End-to-End Supply Chain Architecture & Emerging Tech Use Cases in Schneider Electric.

ACADEMIC PROJECTS

- **Logistics Optimization in GCC Chemical Industry IIMA, Grade A:** Built Total Landed Cost (TLC) framework for UAE exporter (Amarak Chemicals FZC) across 18+ export countries; evaluated Fujairah to Jebel Ali relocation and route optimization, identifying up to **40% reduction in internal logistics costs** and modeling capacity scaling (20% to 90%).
- **0–1 B2B Procurement Marketplace (MBA Project, Dubai):** Designed 0–1 GTM procurement marketplace for SME fit-out contractors in Dubai aggregating 50+ suppliers with transparent pricing and AI BOQ matching; defined full GTM strategy, trade credit (net-30 via Tabby B2B), and 4-month path to **AED 250K GMV** on AED 100K budget.

EXTRA-CURRICULAR ACTIVITIES, RESPONSIBILITIES & CERTIFICATIONS

- **Positions of Responsibility:** Vertical Head (Placement Committee, IIMA Dubai); Customer Journey Mapping Leader (Eurotherm / SE, migrating **1,000+ components**); Head of Sponsorships (Economics & Finance Society of Manipal).
- **Community & Environmental Leadership:** Directed multi-ward waste aggregation efforts in Sohagpur, coordinating local stakeholders to restore river flow and deliver **350,000L of water weekly** for ~5,000 residents; volunteered **70+ hrs** teaching math to underprivileged girls.
- **Accomplishments & Awards:** Received Schneider Electric "Spotify" and "Electrify" Awards; Shortlisted for final AFSB stage after clearing AFCAT (**top 3% of 200,000+ applicants**); Best Speaker in Table Topics and Long Sessions at Schneider Electric Toastmaster Club.
- **Risk Assessment & Endurance:** Completed Jebel Jais Via Ferrata multi-kilometer protected climbing route on UAE's highest peak, combining fixed steel climbing paths and zip-line traverses, showcasing physical endurance, risk management, and decision-making in challenging terrain.
- **Certifications:** Supply Chain Digitization (IIM Ahmedabad) | AI Product Management (Duke) | Generative AI Automation (Vanderbilt) | Applied Statistics (DeepLearning.AI) | Agile Supply Chain (UC Irvine) | Supply Chain Data Analyst (Coursera).