

SHUBHAM SAURABH

• rosshubh@umich.edu • 347.265.9337 • [linkedin.com/in/shubhatross](https://www.linkedin.com/in/shubhatross)

EDUCATION

- UNIVERSITY OF MICHIGAN**, Stephen M. Ross School of Business Ann Arbor, Michigan
Master of Supply Chain Management | STEM | Beta Gamma Sigma [Top5 %] | [Merit Scholarship Recipient] [June 2022 – April 2023]
- **Certification:** Scrum Master Specialization | Operations Analytics – Wharton | Green Belt Lean Six Sigma
 - **IT Skills:** JIRA | Dev-Ops | SAP | SQL | Power Query & Macros | Python | Tableau | Data Studio | MS Office Suite | PowerApps | SaaS
- BIRLA INSTITUTE OF TECHNOLOGY** Mesra, Jharkhand
Bachelor of Engineering, Production Engineering | GPA: 3.89 | [Merit Scholarship Recipient] [August 2014 – July 2018]
- Project: Optimized truck transportation planning, by regression demand analysis, abating 20% carbon footprint

EXPERIENCE

- TESLA** – Automotive Fremont, California
Associate Technical Project Manager – New Product Launch [May 2023 – Present]
- Designed PowerApps Tracking tool and amended JIRA configurations to manage communication plans across GSMs, Engineering, IT & Manufacturing for Cybertruck and NV9x, saving 12 FTE Weekly Hours across cross functional team.
 - Standardized Business Case Proposals for Returnable Packaging by developing Capex Calculation Tool to drive decision making on budget management, risk prioritization and ROI estimation for BOM parts, reducing the annual budget by \$2 Mn.
 - Executed change management requirements to induce in-house visualization tool for dashboards saving \$840k on 3PL subscriptions and introduced supplier chargeback feature to reduce the procrastination of packaging submission by 30%.
- KEARNEY** – Consulting Detroit, Michigan
Student Consultant – Procurement Operations [September 2022 – December 2022]
- Formulated standard procurement policies by constructing value stream mapping, monte carlo simulation & change management to upgrade the transactional operations in SAP ERP MM, reducing the pay processing time by 30%.
 - Projected Scheduling Agreement model for procure-to-pay in SAP by effective decision tree, curtailing 37% FTE weekly hours.
- MAGICPIN** – Retail E-Commerce [*Most Valuable Player Award- 2021*] Gurugram, Haryana
Associate Product Manager – New Product Introduction [January 2022 – May 2022]
- Initiated hyperlocal grocery delivery project, expanding businesses to pharmaceutical & fashion delivery, launching 450+ brands - Zara, Apollo, and more, on user interface, generating \$60 million investment from a food delivery giant.
 - Conducted extensive market research for fulfillment planning & merchant acquisition, defined phasing & metrics on reporting, with continuous improvement in platform building, capturing pharma delivery market share of 35% in Delhi NCR.
- Senior Product Analyst – Analytics & BI* [July 2021 – December 2021]
- Supervised 45 operation and analyst personnel to build grocery delivery platform and designed 8 leadership Tableau reports to raise Jira tickets for assigning tasks to stakeholders, reducing operational workforce by 70% in 6 months.
- SSTS INFRAMANTRA** – Technology Gurugram, Haryana
Program Manager – CRM [January 2021 – June 2021]
- Performed lead cost analysis and competitive benchmarking, providing leading edge solutions on critical service parameters, revising standard operating procedure manual used by 150 employees, raising 30% closure rate.
 - Executed SaaS-CRM integration & developed SaaS Financial Model, resulting in 70% reduction of manual updates by sales, structuring lead flow pipeline across hierarchy, boosting EBIDTA of property consulting vertical by 24%.
- MG MOTOR INDIA** – Automotive [*Received Presidential Award- 2020*] Halol, Gujarat
Deputy Manager – Commodity Purchase – HVAC, Refrigerant, Coolant [April 2020 – December 2020]
- Worked with HVAC supplier to plan, schedule and manage inbound, time-critical material requirements for more than 1200 SKUs, managing risk assessment and ensuring suppliers sufficient build bank reducing delivery procrastination by 15%.
 - Leveraged strategic supplier relationship, acted as point of contact for all EV invoices issues, costing, part availability for 5 Bill of Material (BOM) commodities, transitioned quarterly price changes in SAP and mitigated payment delay by 20%.
- Deputy Manager – Demand Planner* [August 2018 – March 2020]
- Procured 5K SKU for MG ZS EV & its battery packs worth \$252 Mn managing erratic demand surge before Covid-19.
 - Transformed archaic forecast-ordering platforms to SAP ERP, coping up with 500+ complex engineering work order changes and optimizing warehouse storage capacity to shrink the impact of part rejections & obsolescence by 18%.

ADDITIONAL

- Winner of Tesla Economic Strategy 2027 Case Competition across departments at Ross School of Business.
- **Hobbies:** Building movies & animations, Founder and President of Ehsaas Film Society, launched 10+ YouTube films.