



# Amit Sharma

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## Summary

Operations and technology leader with 21 years delivering mission-critical results in defence logistics, billion-dollar asset portfolio sustenance, digital transformation, and programme management across 200+ sites. Leveraged predictive analytics and process innovation to achieve 97% operational readiness and 75% downtime reduction. Skilled at aligning military, government, and vendor stakeholders across matrixed environments. Brings military-grade execution discipline to global trade logistics, supply chain operations, and enterprise-scale tech deployments in regulated, operationally sensitive environments.

## Professional Experience

### IT Division Head | Indian Army | Vadodara

Jul 2023 – Aug 2025

- Designed and deployed a Hyper Converged Infrastructure Data Centre (\$175K) - achieving 70% rack space reduction, 75% cabling reduction, 60% lower energy consumption, and improving application responsiveness from 8s to under 2s.
- Directed \$920K technology infrastructure upgrade operations across 4 sites, leading a 25-strong cross-functional team; drove operational uptime from 90% to 99%, refreshed 210 workstations, and established a new IT lab - eliminating cross-site travel.
- Negotiated vendor contracts and resolved post-contract disputes across multiple procurement engagements - realising \$80K in cost savings, complementing \$76K annual savings from Operation & Maintenance contract, for a combined \$156K cost reduction.
- Orchestrated change management across multiple operational transformation initiatives - conducting pilot runs, stress tests, and phased go-lives to embed continuous improvement culture and ensure risk-mitigated, on-time and on-budget delivery.
- Managed end-to-end procurement lifecycle (\$293K) across 34 sites - from RFP through vendor selection to Go-Live; deployed digital platform to 25K users in two months, delivering 24x7 operational access across geographically dispersed locations.
- Cut curriculum scheduling and assessment generation time from 5 days to 5 minutes by spearheading a full-stack web application for 1500 trainees annually - eliminating manual bias and enabling real-time dashboards providing actionable insights.
- Drove paperless office transition across 24 offices at 4 sites - building network infrastructure (OFC, switches, domain integration), transitioning 55 users to a digital workflow platform in 6 months, reducing stationery expenditure by ~20%.

### Strategy, General Manager | Indian Army | Jammu & Meerut

Dec 2018 – Jun 2023

- Directed Division-scale MRO operations sustaining a \$1Bn+ portfolio - achieving 97% availability and 75% downtime reduction.
- Led scenario planning and risk management with senior leadership - developing contingency strategies and mitigation plans that maintained operational continuity under resource constraints and rapidly shifting priorities.

### Project Manager | Indian Army | New Delhi

Jul 2016 – Nov 2018

- Architected Indian Army's largest supply chain transformation programme (\$120M+) - scoping deployment across 200+ sites and 1,100 units, securing 40+ stakeholder concurrence, and establishing the pan-India strategy now reaching execution in 2026.
- Spearheaded business process re-engineering across MRO and supply chain functions - defining data migration scope of 221 million records (35-year vintage) and projecting ROI of 10% inventory and 50% shrinkage reduction upon implementation.
- Partnered with 15+ global OEMs, system integrators, and consulting firms - concluding Proof of Concept validations to de-risk platform selection before \$120M+ national rollout.

### Operations Manager (MRO) | Indian Army | Multiple

Jul 2006 – Jun 2016

- Drove 160% improvement in Mean Km Between Failure (2,500 → 6,500 km) and 75% reduction in Mean Time To Repair (4 days → 1 day) - ensuring uninterrupted logistics operations for a 30,000+ personnel supply chain.
- Recovered long-grounded equipment by resolving critical spares and repair capability gaps - restoring serviceable fleet strength and improving operational availability from 90% to 97%.
- Established fleet KPI tracking and operational reporting frameworks - enabling data-driven decisions on reliability, availability, and maintenance prioritisation that directly underpinned 160% MKBF and 75% MTTR improvement.
- Designed and implemented Health, Safety and Environment (HSE) processes for heavy-equipment maintenance facilities - sustaining a 12+ years incident-free operational record and ensuring full compliance with safety standards.

### Combat Team Leader | Indian Army

Jun 2004 – Jun 2006

## Education

MBA (PGPX) – Indian Institute of Management, Ahmedabad | Dubai

2025 – 2026

Bachelor of Engineering (Computer Sc.) – Maharshi Dayanand University | Rohtak

1999 – 2003

## Accomplishments

- Awarded Army Training Command's highest commendation for successful delivery of Digital Library across 34 institutes.
- Developed 15+ professionals into leadership roles through mentoring and capability development programs.

## Certifications

- PMP – Mar 2026; Google AI Fundamentals – Mar 2026