



Ashutosh Thapliyal

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Summary

General Management executive and Army Colonel (Veteran) with 20+ years of P&L ownership, operational scaling, and enterprise transformation across complex, high-stakes global environments. Proven record in strategic planning, cross-functional leadership, business development, and stakeholder management. Adept at building high-performance teams, driving cost optimization, and delivering sustained revenue growth and shareholder value.

Professional Experience

Colonel General Staff | Army Command Headquarters | Indian Army Jun 2023 - Jun 2025

- Managed P&L accountability over a \$10M+ annual budget, served as principal liaison for senior stakeholders, ensuring 100% compliance during major policy shifts in critical sectors.
- Redesigned end-to-end operational framework for a 90,000+ person organization, unlocking a \$1M+ working capital release and a 40% improvement in operational efficiency & drove digital transformation through 20+ technology modernization pilots.
- Launched and institutionalized a \$1M corporate venture program, partnering with 32 startups to scale advanced analytics and visibility platforms under Government of India "Make in India" Initiative.
- Drove business process improvement by deploying a custom ERP-integrated digital platform and KPI scorecard system, improving On-Time In-Full (OTIF) delivery by 20% and reducing inventory stock-outs by 35%.

Chief Executive Officer | Infantry Battalion | Indian Army May 2020 - May 2023

- Held full P&L ownership for a 1,000+ person cross-functional operation spanning supply chain, logistics, risk management, and infrastructure; sustained peak operational performance over a three-year tenure in a high-threat environment.
- Directed crisis operations response during COVID-19: orchestrated relocation of 1,000+ personnel and 100+ tonnes of equipment under lockdown constraints, delivering the operation with 25% cost savings.
- Designed and executed a regional economic recovery program that drove a 50% increase in regional economic activity through coordinated public-private partnerships (PPP) and targeted infrastructure investment.

Chief Operations Officer | United Nations in South Sudan Feb 2018 - Jun 2019

- Led multi-national, multi-modal operations for 1,000+ United Nations personnel, coordinating military units, NGOs, and UN agencies in an active conflict zone with zero operational disruptions.
- Established a greenfield logistics hub in an active conflict zone, building end-to-end supply chain infrastructure including warehousing, last-mile distribution, and aviation support; delivered under the mandate of the UN.
- Achieved 50% improvement in operational efficiency through end-to-end process transformation across a 5-nation coalition; supply chain complexity on par with a large-scale corporate merger integration.

Procurement Officer | Ministry of Defence Jun 2016 - Jun 2017

- Directed international procurement and category management across global supply chain operations achieving benchmark-low unit pricing on a \$10M+ dollar programme through structured vendor benchmarking and commercial negotiation.
- Optimized procurement approval workflows achieving in 25% reduction in cycle time & ensured full compliance with global regulatory and governance frameworks.

Multiple Roles | Chief of Staff and Operations Officer | Indian Army Jun 2004 - Jun 2016

- Provided advisory support to a constitutional office (Governor of Uttar Pradesh); led policy coordination & executive stakeholder engagement across government ministries to enable evidence-based decision-making at the apex.
- Led cross-ministry policy coordination with the Ministry of Environment to raise 2 specialized companies, securing 400 hectares of land annually through complex inter-agency negotiations and stakeholder alignment.

Education

MBA(PGPX) Indian Institute of Management, Ahmedabad Dubai, UAE	2025 - 2026
Master's Degree - Defence and Strategic Studies University of Madras Wellington, India	2014 - 2015
PG Diploma - Defence Strategy Indian Military Academy Dehradun, India	2003 - 2004
Bachelor's Degree National Defence Academy Pune, India	2000 - 2003

Accomplishments

- UNMISS Force Commander's Commendation Card – Leadership in multinational peacekeeping logistics.
- Army Commander's Commendation Card – Recognized for operational excellence and mission performance.
- United Nations Medals (I, II, III) – Service with the United Nations Mission in South Sudan.
- Best Student – Army Courses (Young Officers Weapon Wing & Counter Terrorism).
- Best Project – DRDO Institute of Technological Management, Mussoorie.

Extra-Curriculars

- Spearheaded a multi-stakeholder PPP involving NGOs and Government bodies to revive the Goodwill School; performed 800+ hours of community service to mentor local youth and empower 150+ women through new vocational centre.
- Architected and launched a Community Radio Station reaching 50,000+ citizens; invested 550+ hours of volunteering to train local staff and establish a critical communication bridge between public/government institutions and the community.