



# Rajat Maheshwari

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## Summary

Business-driven Operations and Strategy professional with 5+ years of experience delivering \$3M+ impact across manufacturing and financial data analytics environments. Proven ability to lead cross-functional initiatives in procurement, supply chain, and data standardization across India, APAC and Europe. Experienced in driving operational efficiency, ERP-led transformation and data-driven decision-making aligned with GCC market requirements

## Professional Experience

**MD's Office | Astha Ferro Alloys Pvt Ltd | Raipur**

**Jul 2023 – Jun 2025**

- Steered distribution and trading operations contributing to \$4Mn annual revenue, aligning sourcing, storage and dispatch.
- Achieved 2% increase in manganese recovery, adding around \$310K annual revenue by optimizing charge mix, slag recycling.
- Deployed WHR System, saving \$430K annually, improved raw material scheduling, reduced furnace downtime.
- Planned inventory and dispatch sequencing, reduced holding period by ~12–15% and releasing \$400K in working capital.
- Led the ideation and development of dashboard that reduced TAT by ~150 man-hrs via vendor evaluation for transportation.
- Spearheaded ERP Implementation and Integration, which helped saved more than 3.6K+ man-hours yearly, improved audit preparation time from 12 days to 7 days and trained more than 15+ individuals in the plant and warehouse.

**Data Standardization Analyst | LSEG | Bengaluru**

**Mar 2022 – Dec 2022**

- Liquidity Testing for Securities in Universe collation which helped in amending more than 15% of Indices created.
- Appropriate research analysis on IPOs which are recently listed or going to be listed in the near future.
- Universe Creation of APAC by extracting various fields like Free float, pricing, Liquidity volumes etc by using Eikon.
- Working on day to day operations for changes in the market related to addition or deletion of stocks.

**Analyst | Schneider Electric Pvt Ltd | Bengaluru**

**Aug 2020 – Mar 2022**

- Achieved Cost savings of €2M per year by leading the migration of 650k+ SE partners to a new seamless platform.
- Saved 2.4K+ hours & Improved CSAT by 10% across 20 countries by implementing changes in “Follow and Place an Order”.
- Directed a cross functional team of four to execute backlog reduction of incidents related to revenue and rewards by 33%.
- Managed and fixed pricing issues of more than 6000+ users mitigating a potential revenue loss of around €800K.
- Collaborated with 15+ stakeholders across 80+ countries to resolve 30 bugs/month as an analyst.

## Education

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

**2025 – Present**

*Position of Responsibility : Placement : Vertical Head*

**Bachelor of Technology (Mechanical Engineering) – Manipal Institute of Technology | Manipal**

**2016 – 2020**

## Accomplishments

- Letter of Appreciation from the HOD of Mechanical Engineering for addressing 50+ sophomore kids on clearing defense exams like the Indian Air Force and Indian Navy.
- Cleared AFCAT among 2 lakh applicants shortlisted for AFSB (final assessment stage), 6000 were selected.
- Achieved 10+ competitive academic distinctions in public speaking and writing events with multiple podium finishes.
- Recognized for independently fixing large-scale pricing errors impacting 6,000+ users in under 1 hour, averting ~€800K loss.
- Led a 4-member team to reduce Rewards, Opportunities, and Programs backlog by 33% in 4.5 hours; commended by leadership for rapid execution.

## Internships

- Completed projects on Digital Channel Management and End-to-End Supply Chain Architecture & Emerging Technology Use Cases for Schneider Electric.
- Received “Excellent” Grade for the overall impact and finding solutions for material rejection and bottlenecks for Maruti Suzuki India Limited.
- Optimized auto parts procurement across 160+ global suppliers by driving inventory planning (min-max, lead time, demand analysis) and managing daily vendor operations for Dynatrade UAE.

## Extra-Curriculars

- Awarded Best Speaker in Table Topics and Long Sessions in Schneider Electric Toastmaster Club.
- Directed multi-ward waste aggregation efforts, coordinating local stakeholders to restore river flow and deliver 350,000 litres of water weekly for irrigation and household use for around 5000 residents in Sohagpur.
- Volunteered as a Mathematics Teacher for more than 70+ hrs of lectures by educating and assisting the underprivileged girls in Sohagpur.
- Awarded Certificate of Excellence as Campus Ambassador to drive initiative at one of India's first universities to adopt Coursera.