

Vishwas Teerth

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PROFILE

Highly motivated and committed procurement and supply chain professional with 4 years of experience in cross-functional roles. Passionate about establishing and leading supply chain network optimization with a focus on analytical insights and innovation to maximize business growth. Specialize in problem-solving, automating business trackers, and building forecasts models.

EDUCATION

Bayes Business School (CASS), City, University of London, UK **September 2022 – Present**

Master's in Digital Supply Chain Management (CIPS & CILT Accredited)

Grades: Distinction in Term 1 (Greater than 70%)

Key Modules: Global Procurement and Supply Management, Business Analytics and Machine Learning, Sustainability in Supply Chains, and Supply Chain Finance and Risk Management

Guru Gobind Singh Indraprastha University, New Delhi, India

August 2015 – May 2018

Bachelor of Business Administration

Grades: CGPA - 7.99

Key Modules: Business Management & Strategy, Marketing Research, Project Planning and Evaluation, and Operations Management

WORK EXPERIENCE

Assistant Program Manager, Central Strategy, Zomato Ltd. Gurugram, India **January 2019 – September 2022**

- Designed procurement policy, built analytical dashboards for decision metrics, and automated requirement gathering from restaurant partners; leading to 75% reduction in processing time and increased efficiency by 150%
- Successfully managed the entire process of developing marketing products, starting from raw materials all the way to final packaging. This comprehensive approach resulted in a 12% reduction in costs
- Formed new strategic partnerships and negotiated contract with vendors that not only reduced 1/4th of cost but also generated 26% profits in packaging vertical (which was running on breakeven before)
- Managed sales team of 3 FTEs for selling packaging products to restaurant partners and performance KPIs; improved supply process and refined strategy to minimize supply cost from 140% of revenue to break-even within 1 year
- Developed supply chain models and network optimization during pandemic lockdown and supplied temperature guns and sanitization kits to 70% live restaurants
- Generated business insights framework for senior management to showcase impact of process improvement activities by creating advanced excel trackers
- Defined SOPs and policies for delicate items such as pizzas & cakes for providing perfect order experience to customers based on market research; project resulted in significant reduction from 5% bad orders to 1% eventually leads to cost savings

Full Time Intern, Central Strategy, Zomato Ltd. Gurugram, India

October 2018 – December 2018

- Negotiated with suppliers to build supply network and established procurement process for packaging business
- Developed supply trackers for performance visibility, working capital optimisation, and budget forecasts

Full Time Intern, WNS Global Services Gurugram, India

July 2018 – October 2018

- Carried research on politically exposed persons by using secondary research tools; achieved 90% searches within targeted time
- Maintained integrity and hygiene of client's database with an accuracy of 95%

EXTRACURRICULAR ACTIVITIES

- Presented business idea pitch at City annual startup event; backed 1st position in competition
- Student and marketing brand ambassador for master's program at Bayes Business School
- Learned advance excel, SQL, and Tableau in business analytics - 360 course from Analytixlabs, India
- Program representative for 3 years at Guru Govind Singh Indraprastha University

KEY SKILLS & ATTRIBUTES

Empathy | Agile | Negotiations | Contract Management | Project Management | Data Analytics | Cost Management

INTERESTS

- Cooking | Hiking | Travelling | Music | Research | Event Planning

