



Bhanu Prakash

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Summary

Strategic operations professional with 7.5 years of leadership in Energy & Mining, driving results across procurement, project execution, and policy implementation. Expert in digital transformation, ESG alignment, and stakeholder engagement. Demonstrated success in high-stakes, compliance-driven environments—leveraging data-led decision-making and process excellence to deliver cost savings, operational resilience, and readiness for transition into dynamic business ecosystems.

Professional Experience

Deputy Manager (Excavation)| Coal India Limited| NCL, Singrauli, M.P.

Project Management:

- Liaised with regulatory bodies to secure statutory approvals for HEMM deployment in mining zones, ensuring timely compliance and uninterrupted project execution in a highly regulated environment
- Evaluated project proposals and RFPs to design a structured **Monitoring & Evaluation (M&E) framework** that ensured cost control and timely execution; integrated data-driven milestone tracking and progress-linked invoicing, which improved vendor accountability, enhanced process efficiency, and reduced project execution risks.

Procurement:

- Led the digitisation of 15 years of procurement records—including 8,000+ RFQs, 2,500+ contracts, and 1,200+ vendor profiles—by developing a searchable, SAP-integrated digital repository, which significantly enhanced audit readiness, streamlined data access, and improved cross-functional coordination across departments.
- Spearheaded the development of a vendor performance dashboard to track KPIs such as lead time, quality issues, and SLA adherence, enabling data-driven replacement of 3 underperforming vendors and the onboarding of 8+ reliable partners, thereby strengthening the supply base and enhancing vendor accountability.

Digital Initiatives & Impact:

- Led a department-wide SAP ERP transition in the Excavation Department, digitising 30+ workflows across procurement, indenting, work order creation, and preventive maintenance, despite a lean 15-member team; this resulted in a 57% reduction in process cycle time and eliminated paperwork dependencies, significantly enhancing operational efficiency.
- Orchestrated the digitisation and migration of 5,000+ legacy tender and contract files into SAP's Document Management System (DMS), enabling searchable, audit-ready access and reducing average retrieval time from 4 hours to under 15 minutes; enhanced compliance traceability and fully eliminated paper-based storage.
- Instilled a digital-first culture by upskilling 30+ personnel in SAP modules, e-indenting, work order entry, and digital inventory practices, ensuring 100% system adoption across excavation units; resulted in improved digital competency, reduced manual intervention, and greater reporting accuracy.

Assistant Manager (Excavation)| Coal India Limited | NCL, Singrauli, M.P.

Project Management:

- Drove the preparation of five consecutive Annual Reports and Sustainability Reports aligned with GRI Standards, enhancing the organisation's ESG credibility, regulatory compliance, and stakeholder transparency.
- Directed a cross-functional team of 10+ members across planning, budgeting, contracts, and vendor management to drive cost savings by optimising equipment deployment and digitising workflows through SAP ERP and custom Excel-based dashboards; reinforced financial discipline by implementing milestone-linked invoicing and enhancing project visibility.
- Oversaw the end-to-end execution of 50+ projects in the Excavation Department, including high-value HEMM outsourcing initiatives, managing a portfolio exceeding ₹20 Cr annually; streamlined project delivery, enhanced operational efficiency, and maximised cost savings through effective vendor management and strategic resource allocation.

Procurement & Operations:

- Piloted end-to-end procurement operations exceeding ₹100 Cr annually, successfully concluding 550+ tenders during FY 2023–25 via GeM, SAP ERP, and other e-Procurement platforms; ensured 95%+ e-Tendering compliance, conducted rigorous bidder evaluation, and upheld full regulatory adherence (CVC, GFR)—enhancing contract execution reliability and reducing post-award risks.
- Streamlined critical procurement workflows by automating SAP ERP processes and introducing standardised tender templates, resulting in a 67% reduction in tendering cycle time (from 90 to 30 days); also instituted a rolling procurement

calendar through coordination with finance, operations, and engineering teams—**enhancing planning accuracy**, minimising urgent purchase requests, and building a **more predictable, responsive sourcing function**.

- **Optimised procurement strategies to deliver an average 12% cost reduction** and improved Total Cost of Ownership (TCO) by 10% through **reverse auctions, market benchmarking, and structured negotiations using ZOPA/BATNA frameworks**; unlocked further savings via **long-term sourcing, right-fit vendor selection, spares pooling, and AMC contract optimisation**, resulting in **lower lifecycle costs and enhanced asset reliability**.
- **Instituted a standardised Schedule of Requirements (SoR) framework** and engaged end-users at the **pre-tender stage**, leading to a **35% reduction in contract amendments**—with change requests dropping from **20+ to under 13 per quarter**; this approach **clarified technical scopes**, reduced post-award ambiguity, and **streamlined contract execution**.
- **Initiated in-house repair of HEMM assemblies and sub-assemblies** at the departmental workshop, generating **direct cost savings of over ₹6 Cr** by **reducing dependency on external vendors** and **accelerating turnaround time** for critical equipment

Stakeholder Management:

- **Coordinated end-to-end planning, documentation, and logistics for 10+ Board-level subcommittee meetings**, enabling strategic decision-making on **capital project approvals, policy formulation, and budget allocations**; ensured timely delivery of **agendas, pre-reads, and executive presentations**, thereby **strengthening governance processes and leadership engagement**.
- **Mobilised strong working relationships with state officials, district administration, vendor partners, public representatives, and local communities** to ensure **seamless project execution and mining operations**; served as a **key interface** to address **regulatory concerns**, enable **on-ground coordination**, and uphold **community trust and social license to operate**.

Digital Initiatives & Impact:

- **Steered the coordination with Accenture's digital transformation team** to implement a **real-time project monitoring dashboard** for mine operations, featuring **geo-tagged images, milestone-based tracking, and automated field-level inputs via Power BI**; improved **project visibility for senior management**, reduced **manual reporting by 80%**, and enabled **30–40% faster resolution** of on-ground issues.
- **Spearheaded two key digital initiatives as Nodal Officer under the Mine Digitisation Project in collaboration with Accenture**—leading the deployment of a **GPS-integrated Fleet Management System** that improved **HEMM availability by 10%** and reduced **unplanned downtime by 18%**, alongside piloting a **digital Spare Lifecycle Management system** on **250 fast-moving and critical spares**, which significantly enhanced **component traceability**, reduced **stock mismatches**, and minimised **idle inventory**.

Material & Inventory Management:

- **Mapped end-to-end spare lifecycle workflows for 1,200+ inventory items**, covering **indenting, GRN, consumption, and repair tracking**; the initiative led to a **22% reduction in non-moving inventory** and ensured **>95% availability of critical HEMM spares** during planned maintenance windows.
- **Engineered a 35% reduction in stock-outs of fast-moving spares** by analysing **2+ years of consumption data**, configuring **dynamic lead time buffers**, and activating **early reorder triggers in SAP MM**; the initiative improved **equipment readiness** and significantly reduced **emergency indent requests**.
- **Executed a 3-year usage and failure pattern study across 20+ equipment categories**, leading to the **reclassification of 200+ spares under the ABC-VED matrix**; enabled **15% reduction in inventory holding costs** and improved **procurement precision for high-value, high-criticality items**.
- **Aligned spare issuance with equipment maintenance history and failure trends**, shifting from **blanket issuance to a condition-based approach**; this led to an **18% reduction in excess withdrawals** and improved **first-attempt repair success** across key HEMM categories by ensuring better matching between **issued spares and actual fault patterns**.
- **Instituted monthly 'Spare Health Reports' and vendor usage summaries**, tracking metrics like **warranty claim utilisation, high-value spare consumption trends, and frequent failure patterns**; these reports enabled **data-informed planning and vendor evaluation**, resulting in over **₹1.2 Cr cost avoidance** across two years by improving **inventory utilisation** and maximising **warranty-covered replacements**.

- **Steered warehouse clean-up and stock reconciliation across three major stores**, comparing physical inventory with SAP MM records and identifying **₹1.05 Cr+ in idle, surplus, or slow-moving stock**; collaborated with Finance and Stores teams to **reallocate usable inventory**, avoiding potential write-offs and **recovering ~₹40L worth for active use**.

Human Resources Management & Industrial Relations:

- **Mobilised the onboarding and deployment of 150+ trade apprentices and graduate trainees** under the **National Apprenticeship Promotion Scheme (NAPS)** across **Excavation, Mechanical, and Electrical departments**; designed **rotational training modules** aligned with department workloads, driving **20%+ improvement in apprentice productivity** during peak maintenance windows, while ensuring **full statutory compliance** under the Apprentices Act, 1961.
- **Navigated a highly industrially sensitive environment** as the **primary interface** between management and four recognised trade unions in a workforce-intensive PSU with **99%+ unionised manpower**; enabled **zero industrial disruptions for 3 consecutive years** by driving structured communication, grievance redressal forums, and regular coordination meetings—ensuring **uninterrupted coal production and excavation operations**.
- Streamlined **hiring for 20+ critical technical and administrative contract roles** by introducing **JD-based scoring rubrics and structured interview formats**; achieved **100% audit clearance** during internal reviews and **reduced hiring cycle time from 45 to 28 days** through parallel shortlisting and cross-functional coordination.
- Facilitated 50+ monthly toolbox talks and behavioural safety sessions for **250+ field workers and support staff**, covering topics like discipline, equipment safety, and workplace conduct; the initiative led to a **22% reduction in minor disciplinary cases** and fostered a more cohesive, safety-aware work environment across shifts.

Management Trainee (Excavation) | Coal India Limited | NCL, Singrauli, M.P.

Operations & Maintenance:

- Analysed category-wise spend and failure data spanning three years, leading to the reclassification of **200+ inventory items** under the **ABC-VED matrix**; this enabled data-driven sourcing prioritisation, drove a **20% reduction** in non-moving inventory, enhanced **critical spare availability**, and improved budget control for high-value items.
- Optimised demand forecasting by leveraging historical consumption data, seasonal trends, and equipment failure patterns, resulting in a **30% reduction** in emergency procurement—from **₹15 Cr to ₹10.5 Cr**—and significantly minimising urgent purchase dependencies.
- Instituted OEM-prescribed SOPs for preventive maintenance, resulting in a **20% reduction** in spares consumption (**~₹60L per HEMM/year**) by improving machine reliability and minimising repeat breakdowns.
- **Coordinated the end-to-end erection of two 20 m³ electrical shovels (₹150 Cr+)**, completing both **ahead of schedule** by aligning site readiness, logistics, and OEM support—**minimising downtime and accelerating asset deployment**.

Human Resources Management & Industrial Relations:

- **Developed a skill competency matrix for 200+ departmental employees**, enabling data-driven deployment during high-load periods and realignment of underutilised manpower; the initiative improved manpower utilisation by 18%, reduced idle time by 12%, and served as the **foundation for targeted in-house technical upskilling**.
- **Collaborated with 5+ local ITIs and engineering colleges** to build an **apprentice sourcing pipeline**; introduced **pre-deployment technical screening tools**, reducing onboarding lag by 30% and directly improving **placement success across high-demand units**.
- **Digitised apprentice lifecycle tracking for 150+ candidates** using Excel-based dashboards covering onboarding, training, evaluation, and stipend cycles; the system reduced documentation turnaround for audits by 40% and improved **stipend disbursement accuracy to 99%**.
- **Supported the phased rollout of biometric attendance systems for 300+ workers and apprentices** across excavation units; drove supervisor alignment and system adoption, reducing **proxy attendance by 90%** in two quarters and enabling more **reliable workforce reporting** for planning and compliance.

Junior Engineer |Bharat Sanchar Nigam Limited |Gujarat

- **Reduced optical fibre cable faults by 20%** as compared to the same period last year by implementing **condition-based and preventive maintenance** strategies, enhancing network reliability, and minimising downtime across operational zones.

- **Achieved the highest single-day addition in the entire circle—200+ wireless mobile connections from a single location** by organising multi-location camps and promoting new schemes, significantly expanding user outreach and subscriber base.
- **Streamlined fault reporting and resolution workflows** by coordinating with field staff and exchange engineers, leading to **faster service restoration** and improved customer satisfaction.
- **Supported network expansion in rural and semi-urban zones**, contributing to **increased mobile coverage** and broader service outreach.
- **Assisted in resolving escalated customer grievances** related to broadband downtimes and landline disruptions, supporting faster issue closure and improved service responsiveness.
- **Prepared summary reports and presentations** on service performance, fault trends, and new connection activations, enabling **data-driven internal reviews and operational decision-making**.
- **Engaged franchisees and retail partners to promote BSNL recharges and FTTH connections** under new marketing campaigns, contributing to **greater last-mile reach and customer acquisition**.

Education

B. Tech. in Electrical Engineering, J.C. Bose University of Science and Technology, YMCA Faridabad, Haryana | India

Accomplishments and Awards

- **Special Achievement Award:** I was honoured with the “Special Achievement Award” for initiating a safety pledge for my coworkers before work and for establishing safety-related Operating Procedures in the workplace. These initiatives successfully reduced accidents by 20% compared to the previous year, fostering a safe environment.
- **Best Maintenance Team:** I was, along with my team, awarded as the best maintenance team among over 50 teams for increasing shovel availability by 10% compared to the previous year. This achievement was made possible by adhering to OEM-recommended maintenance manuals and implementing minor modifications to maintenance practices.
- **1st Runner-up:** As part of the Northern Coalfields Limited (NCL) team, I was the 1st runner-up in the inter-subsidary cricket tournament organised by Coal India Limited (CIL).
- **Best Procurement and Tendering Team:** I, along with my team, received an award for successfully concluding the highest number of tenders, over 250, within a single financial year across the entire NCL, a subsidiary of CIL.
- Consistently ranked among the **top 5% performers company-wide** during annual performance appraisals for four consecutive years of working with Coal India Limited.

License & Certifications

- Certification in Excel Skills for Business: Advanced from MACQUARIE University, Sydney, Australia, through Coursera

Co/Extra-curricular

- Completed an industrial internship at Concord Electrical Industries, gaining hands-on experience in the **manufacturing and maintenance of Current and Potential Transformers**, with exposure to testing procedures, quality control, and assembly line operations.
- One of the founding members of the 1st Technical Club of University “SAMARPAN”, and was part of the club for 02 years, organizing many events during the college fest.
- I played cricket and badminton in both school and college, winning several tournaments at both inter-school and inter-university levels.
- Organised the 2019 Lok Sabha Election as a Presiding Officer from the Robertsganj Lok Sabha constituency of Uttar Pradesh.
- **Volunteered with SAAHAS Welfare Society**, actively participating in community service initiatives such as **slum area clean-up drives, tree plantation campaigns, and blood donation camps**, promoting environmental awareness and public health.