



Gargee Sharma

E-Mail: x26gargees@iima.ac.in Mobile: +91 8107417999 LinkedIn: www.linkedin.com/in/gargee-sharma

Summary

Impact-oriented consultant with cross-industry, cross-geography experience across India, UAE, and Japan, and a passion for building product solutions and driving digital and supply chain transformation. Adept at leading cross-functional teams and managing stakeholder expectations across automotive, e-commerce, and consulting engagements

Professional Experience

Manager | PwC | Gurgaon

- **Category Strategy:** Worked with Department Municipalities and Transport, Abu Dhabi, UAE (On-site) for spend baselining across 5 entities and strategic prioritization of high priority tenders from a pool of 450+ tenders. This was one of the levers targeting operational cost reduction of 20%
- **Greenfield GCC Set Up:** Worked with largest Indian conglomerate (market cap \$206 B) in establishing GCC for Techno Commercial function for 30+ business units (BUs).
- Responsible for **700+ L4 process candidacy**, formulating service catalogues & **12 to-be-processes along with SLAs & KPIs, developing tower operating model & creating** and handling change management for end-to-end transition by curating **detailed 80-point checklists**, conducting 100+ training sessions to socialize the BUs on newer ways working, creating 20+ e-learning modules on Epiptex.
- Implemented 60+ system changes across SAP, Ariba, and ServiceNow; developed automation roadmap using Robotic Process Automation (RPA) and Agentic Artificial Intelligence (AI) to enable hand offs between BU & GCC entities
- Enabled tracking of SLAs & KPIs, **achieved cost savings of 10% and standardization of 45% transactional activities across BU.**
- **Cost Reduction Strategy & Implementation:** Worked with one of leading electrical good manufacturer (market cap \$798M) and identified cost reduction savings amounting INR 32 Cr through competitor benchmarking & alternative supplier introduction
- **Digital Transformation:** Headed functional lead engagement for Ivalua SLM implementation at a **large-cap Indian specialty chemicals & fertilizers company**; authored end-to-end design documentation across six modules (Registration, Onboarding, Segmentation, Performance, Governance, Blocking & Unblocking)

Manager | Flipkart | Location

- Effectively Developed scalable solutions for efficient supply-chains for 22 Grocery fulfilment centres (FC) with annual potential of INR1,200 Cr.
- Headed Greenfield and Brownfield expansion projects targeting ambitious OPD/sqft ratio of 6.0. Accomplished a 38% improvement in OPD/sqft ratio (from 12.1 to 7.5) in Ludhiana and Ranchi fulfilment centres.
- Formulated product requirements, established supply chain framework and launched the quick delivery segment – Flipkart Minutes, within a record time of 3 months.
- Ensured fulfilment of customer orders at 1.2 times design scale as SPOC- Design Strategy across India for Big Billion Days 2023.
- Conceptualized and implemented an e-commerce industry first unified supply chain between furniture and Grocery business units by synergizing fulfilment centres, line haul and the last mile network yielding cost goodness of INR 6 Cr in 3 sites.
- Led and collaborated with Tech and Product (Business) teams to devise SMART QC (Quality Check), that yielded CPS (Cost Per Shipment) savings of INR 3.00 and a notable 10% improvement in the QC process baseline.
- Identified and implemented strategic initiatives to improve the CPS:
- Achieved a variable CPS reduction INR 22 Cr through process equipment mechanization and transformations in FC processes.
 - Saved INR 9.3 Cr across 12 processes through changes in packing methodology that merged food and non-food orders.
 - Ensured traceability of fulfilment centres assets by implementing RFID which reduced losses by INR 30 Cr.
- Coached 2 interns who then bagged pre-placement offers from Flipkart

Deputy Manager | Maruti Suzuki India Ltd | Gurgaon

- Responsible for eight Rubber commodities with INR 700 Cr turnover and base of 15 suppliers
- Streamlined supply chain processes to successfully maintain just-in-time inventory schedules <2 hours on the assembly line and managed 48 delivery schedules across two plants.
- Member of the joint venture strategy team cross-functional team from MSIL and Toyota India that developed and executed the supply chain processes and production of 1st joint model at Toyota India (Grand Vitara /Hy-Ryder).
- Initiated value engineering processes by developing low density rubber material, followed by sustained efforts in localization helped achieve annual cost optimization target of INR 63 Cr turnover in 3 years and was awarded ACES award by MSIL MD.

- Implemented robust sourcing strategies like scope bundling and single source supply de-risking for 3 categories that resulted in reduced sourcing cost by 3.5% and de-risking 40% of MSIL production volume.
- Collaborated with suppliers across Italy, Japan, China, Germany, Korea, Denmark, and USA to ensure seamless production through disruptive events like lockdown/emergency situations.
- Trained 25 suppliers on best supply chain practices, safety regulations and crisis management.
- Led project on spare parts costing & delivery schedules to reduce customer backorders from 15 to 3 days for 3,617 dealerships.
- Youngest Budget Leader to prepare and present the commercial budget for rubber and plastic divisions to leadership and obtain sign off from the finance function.
- Awarded with Star Performance in 2 out of 3 consecutive years

Executive | Honda Cars India Ltd | Grater Noida

- Handpicked as youngest member for a cross functional team to sign off on supplier business proposals at Honda Motors Japan for end-to-end global launch of 2020 Honda City
- Led supplier cost optimization initiatives including RM price rationalization and overhead negotiations, enhancing the global competitiveness of Indian suppliers and driving a 15% growth in export business
- Performed in-depth cost analysis and simulations as model coordinator for Jazz and W-RV models.
- Led a team of 10 members to organize Honda Cars Suzuki Supplier Conference hosting 200+ suppliers for 3 consecutive years

Education

Bachelor in Mechanical Engineering – MBM Engineering College, JNVU University, Jodhpur | India

Accomplishments and Awards

- Awarded ACES Award and Rs 50,000 cash prize by MSIL MD for the Best Improvement Initiative at Organization level across 4 plants in 2021
- Awarded Certificate of Appreciation by CBSE Board for scoring Highest marks in English language in 12th Board Examination
- Awarded Certificate of Recognition by the Chairman of Honda Cars in 2016 for organizing the Asia Oceania Convention in India, hosting participants from 8+ nationalities.

Co/Extra-curricular

- Performed in stage and street plays in college and for Akanksha Society (NGO), using theatre as an outreach medium for the visually impaired community in 2014-18
- Coordinator, Debating Club, MBM Engineering College - organized and led inter-collegiate debate events in 2014-15.
- Winner of Inter-College Street Play Competition at LNMIT, Jaipur in 2013
- Winner, Inter-College Elocution Competition, 2008–09.