Gargee Sharma

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Summary

Management consultant with **~10 years** across consulting, e-commerce and automotive sectors. Partners with C-suite leadership on business transformation, operating-model design and AI-led solutions; led cross-functional teams across India, UAE & Japan.

Professional Experience

Manager, Advisory | PwC | Gurgaon **Apr'25-Mar'26**

Agentic AI Solutions

- Functional SME on **Agentic AI POC** (source-to-pay); translated business needs into solution requirements for AI use cases: supplier onboarding, RFQ automation, cost-leakage identification and delivery optimization.

Digital Transformation

- Led **Ivalua Supplier Lifecycle Management rollout** for a large-cap specialty chemicals firm; **designed 6 target-state modules** and steered tech implementation through UAT to stakeholder sign-off.
- Built Supplier Performance, Governance & Segmentation frameworks for a first-of-its-kind Ivalua implementation in India; drove design decisions through workshops with client C-suite and cross-functional stakeholders.

Cost Reduction Strategy & Implementation

- Delivered **INR 32 Cr cost savings** for a leading electrical goods maker (market cap $798M) via competitor benchmarking & alternative supplier introduction.

Senior Consultant, Advisory | PwC | Gurgaon **Oct'24-Mar'25**

Greenfield GCC Set Up

- Advised India's largest conglomerate (market cap $206 B) on greenfield GCC set-up for Techno-Commercial function across 30+ business units (BUs), achieving **cost savings of 10%** and **standardization of 45%** of transactional activities.
- Assessed 700+ L4 processes for GCC candidacy; formulated service catalogues & 12 to-be processes with SLAs & KPIs, designed tower operating model and created 80-point go-live checklist.
- Orchestrated technology implementation of **60+ system changes** across SAP, Ariba and ServiceNow to enable process hand-offs.

Category Strategy

- Conducted spend baselining across 5 entities for the Department of Municipalities and Transport, Abu Dhabi (on-site).
- Built tender prioritization & risk-scoring framework for **450+ tenders**, supporting a strategic initiative targeting **20% opex reduction**.

Manager-Process Design | Flipkart | Bangalore **June'22-Sep'24**

- Designed supply chain solutions for **22 Grocery fulfilment centres (FCs)** with annual potential of **INR 1,200 Cr**.
- **Launched Flipkart Minutes (quick commerce) in a record 3 months**, defining product requirements and supply chain framework.
- Delivered **INR 6 Cr savings** across 3 sites via **industry-first unified supply chain for Furniture and Grocery units**.
- Co-developed SMART QC with Tech and Product teams, **reducing cost per shipment by 10% (INR 3/shipment)**.
- Implemented RFID-based asset traceability across fulfilment centres, **reducing losses by INR 30 Cr**.

Deputy Manager-Supply Chain | Maruti Suzuki India Ltd | Gurgaon **Apr'20-June'22**

- Owned category strategy for eight Rubber commodities with **INR 700 Cr turnover** and **base of 15 suppliers**.
- **Achieved INR 63 Cr annual cost savings** in 3 years via value engineering (low-density rubber), price indexation and localization.
- Drove scope bundling & supply de-risking in 3 categories, **delivering 3.5% sourcing savings** and **de-risking 40% of MSIL volume**.

Assistant Manager-Supply Chain | Maruti Suzuki India Ltd | Gurgaon **Sep'18-Mar'20**

- Ensured **business continuity** through lockdown disruptions, managing **supply risk** across suppliers in **7 countries**.
- Trained 25 suppliers on supply chain best practices, safety and crisis management, building partner capability.

Executive-Strategic Sourcing | Honda Cars India Ltd | Greater Noida **July'15-Aug'18**

- Handpicked as youngest member of cross-functional team at Honda Japan to sign off supplier proposals for 2020 City's global launch.
- Led supplier cost optimization via RM price rationalization and overhead negotiations, **driving 15% export business growth**.

Education

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

Accomplishments and Awards

- Awarded WOW by Flipkart MD for implementing industry-first unified Supply Chain between Furniture and Grocery Business Units
- Awarded ACES Award and Rs 50,000 cash prize by MSIL MD for the Best Improvement Initiative at Organization level in 2021
- Awarded Chairman's Certificate of Recognition (2016) for organizing Honda's Asia Oceania Convention with 8+ nationalities
- Received a National-Level Certificate of Appreciation from CBSE for highest marks in English in the Class XII Board Examination

Co/Extra-curricular

- **Led a 15+ member team** in dance and fashion at IIMA's inter-section Talent Night across PGP & PGPX; emerged winners.
- Used theatre for outreach to the visually impaired community via stage and street plays with Akanksha Society (2014–18).
- Coordinator, Debating Club, MBM Engineering College – organized and led inter-collegiate debate events in 2014–15.