



Kalyani Ravi

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Summary

Technology & R&D professional with 8.5+ years of experience driving strategic innovation projects from ideation to implementation to deliver business impact. Experienced in driving outcomes through structured execution, collaborative problem-solving, and effective stakeholder management with senior leadership and cross-functional teams. Proven track record of creating measurable value through cost reduction and operational excellence.

Professional Experience

Tata Steel | Jamshedpur | 2016 - 2026

Area Manager, Product Application Group, Product Technology | Oct 2023 – Jan 2026

- Analyzed SLA breach data for financial claim closures of Tube product complaints (claim outflow ~₹1–10 lakh per case), highlighted key process bottlenecks through structured reports shared with senior leadership, Sales, and Logistics teams, and contributed to a ~25% reduction in complaints pending beyond the 21-day closure target (from ~40 to 30 cases).
- Streamlined complaint handling by routing 80–100 product failure cases per month to relevant QA agencies within a 1-day lead time, enabling complaint closure within the 7-day target and reviewing investigation reports for root cause completeness and corrective action adequacy.
- Generated monthly defect PPM and complaint tonnage reports across 4 Tube Mills, consolidating ~25 complaints from 5+ pan-India customers per month and structuring data by product category, region, and defect type to support senior leadership in quality monitoring and target-setting.
- Completed structured field training across 3 steelmaking shops and 6 rolling mills (flat & long products), observing manufacturing processes, identifying potential defect sources, and documenting operational insights to build product application and customer complaint resolution capabilities.
- On a company approved sabbatical from June 2024 – April 2025

Shikhar Champion, Shikhar25 EBITDA Improvement Program, Product Technology & R&D | Aug 2022 – Sep 2023

- Drove cross-functional execution of cost optimization initiatives, collaborating with 40+ professionals across 7 departments to streamline implementation tracking, resolve execution bottlenecks, and convert ideas into actionable initiatives.
- Facilitated 4 cross-functional ideation workshops, collaborating with technical leads to analyze quality and operational KPIs and identify 30+ new cost optimization opportunities for validation and prioritization by Chief-level leadership.
- Partnered with Finance and technical leads to develop business cases, estimated projected accruals, and calculated post-implementation financial impact for cost optimization initiatives, reporting audited accruals of ₹25+ Cr across FY23 and FY24.
- Enabled implementation of a strategic ferro-alloy consumption reduction initiative at ISWP by resolving execution bottlenecks through targeted senior leadership escalation, contributing to audited cost savings of ~₹1 Cr through a 0.15% reduction in consumption.
- Coordinated implementation of a predictive alert system for rolling mill mechanical maintenance, contributing to a 20% reduction in unplanned downtime hours and ~₹0.5 Cr cost savings, with subsequent horizontal deployment across 2 additional rolling mills.

Senior Manager, Project Management & Implementation, R&D | Jan 2021 – Jul 2022

- Collaborated with Chief-level leadership during FY23 R&D strategy planning to align departmental KPIs and performance targets with Vision 2025 priorities, ensuring alignment between innovation initiatives and business objectives.
- Prepared the Annual Business Plan for the R&D function (2021 and 2022), synthesizing steel industry outlook, innovation roadmap, and project pipeline into a leadership review document presented up to VP Technology level.
- Accelerated global R&D collaboration by enabling onboarding of Tata Steel Netherlands R&D as a knowledge transfer vendor 33% faster (8 vs 12 weeks), supporting the cold rolled product portfolio expansion at Tata Steel Kalinganagar.
- Drove pre-commercial trials of wear-resistant steel from Tata Steel Kalinganagar, leading cross functional coordination across Supply Chain, Marketing, Steelmaking, Hot Rolling, and QA to ensure end-to-end execution, product audit, and dispatch of validated samples to 2 customers for evaluation.
- Enabled lab-to-pilot scale-up of an aesthetic coated product, collaborating with cross-functional teams and an external vendor to develop 20 prototype samples, facilitating validation trials for commercial feasibility evaluation.

Manager, Refractory Technology Group, R&D | Aug 2016 – Dec 2020

- Improved snorkel refractory life by 20% (100 → 120 heats) through 6-month pilot trials of newly developed Magnesia-Chrome bricks in collaboration with suppliers TRL Krosaki and RHI Magnesita, resulting in adoption of the new refractory brick specification.
- Prepared monthly refractory cost and consumption reports across 3 steelmaking and 4 ironmaking units, using dashboards to support refractory planning, operational reviews and data driven decision making by Chief and Head level leadership
- Coordinated maintenance and vendor engagement for two laboratory equipment, supporting uninterrupted testing and characterization of refractory materials

Education

B.Tech + M.Tech (5 Year Integrated Dual Degree), Ceramic Engineering – *Indian Institute of Technology (Banaras Hindu University) Varanasi* | 2011-2016

Accomplishments and Awards

- Authored technical paper titled “Use of Low Carbon Content Nano-Carbon Added Magnesia-Carbon Brick in Steel Ladle Metal Zone at Tata Steel, Jamshedpur” published in Japanese Journal J-GLOBAL
- Steel Icon “Going Above and Beyond, Collaborator” and Great Work: “Responsibility” recognition

License & Certifications

Agile Strategy for Competitive Advantage, Duke University

Customer-Centric Innovation, Duke University

Introduction to Generative AI: Concepts and Techniques, Alberta Machine Intelligence Institute

Generative AI Essentials: Overview and Impact, University of Michigan

Digital Transformation for Agile Organizations, Duke University

Excel Data Visualization and Dashboard Design, Maven Analytics

Lean Management Fundamentals, Starweaver

Corporate Strategy, University of London and UCL School of Management

Product Management, IBM

Co/Extra-curricular

- Pride Ally - part of QUEERious 2.0, spreading awareness to LGBTQI+ students on inclusivity at Tata Steel
- Core Team Member and Emcee, Annual Technical Meet, Indian institute of Metals Conference
- Participated in the trek to lower Himalayas, trek to Siyari Top (11,600 ft) organised by Tata Steel Adventure Foundation