



# Mayank Roy

E-Mail: x25mayankr@iima.ac.in Mobile: +91 9662064462 LinkedIn: [www.linkedin.com/in/roymayank](http://www.linkedin.com/in/roymayank)

Website: [www.roymayank.com](http://www.roymayank.com)

## Summary

Operations & Industrial automation professional with 10+ years in inventory optimization, hybrid programming, and ML-driven solutions; passionate about digital transformation, cross-functional leadership, and creating tech to boost business productivity.

## Professional Experience

### Joint Manager | Aarti Industries Limited | Vadodara, Gujarat

- Optimized organization-wide inventory, reducing the I2A (Inventory to Asset Value) ratio from 3.03% to 1.91% (Feb'25), surpassing the target of 2.1%.
- Developed **Proto2.0**, a fully automated 24x7 PR controller (using JavaScript, Python, and Google Colab), that has saved ₹52 Cr through procurement avoidance (Aug'2023 - Jan'2025) and eliminated 69 man-days/month (~₹3L in manpower costs/month)
- Led the change management team for the adoption of the new PR control system- Proto2.0 through cross-departmental consensus-building and grievance redressal.
- Developed **Vadat**, a Supervised ML based industrial chatbot, that automated similar item identification within surplus stock, boosting the surplus liquidation and democratizing inventory control within the organization. Maximum saving potential per month- 1533 man-hours and ₹2.7 Lakh in manpower costs.
- Implemented Min-max a.k.a. ROL (Reorder level) based planning of 1060 fast-moving items to automate PR creation, reducing procurement costs by ₹8.4L annually and minimizing stockouts/overstocking.
- Key participant in ERP migration from SAP R3 ECC to S/4 HANA and MDM system migration; validated KDS, approval workflows, and UATs.

### Joint Manager | Aarti Industries Limited | Vadodara, Gujarat

- Collaborated with maintenance teams to block 1257 duplicate codes, thereby freeing untapped inventory worth ₹6.35 crores.
- Prepared and presented monthly inventory dashboards—highlighting I2A trends, Zonal performance, and action insights—to COOs of all three Zones using FSN, ageing and ABC analyses
- Onboarded 3 AI and cloud-based vendors through negotiations, demos and leadership approvals to propel digital developments.
- Conducted monthly site visits to each Zone for grievance redressals, monitoring ongoing projects and managing expectations of the Zonal Teams. Oversaw initiatives like 5S implementation and 100% stock verification of Class-A items.
- Spearheaded sustainability initiatives, including in-house reuse of scrap metal for civil and auxiliary fabrication.

### Manager | Reliance Industries Limited | Jamnagar, Gujarat

- Scrutinized and need validated Mechanical material purchase requisitions (PRs) for the SEZ Jamnagar Refinery.
- Achieved **average annual savings of ₹20 Crore** through the strategic utilization of surplus, non-moving, and slow-moving inventory in ongoing projects and O&M requirements.
- Facilitated seamless stock movement across tariff zones (DTA-GST, DTA-Excise, SEZ) by creating STOs, improving inventory fluidity across the organization.
- Led digital enhancements in warehouse systems- Sparability module improvements, e-Challan, and eGatepass implementations.
- Spearheaded future-ready projects: (1) Drone-based auto-delivery system for daily consumables (10kg payload), incorporating geofencing and fire-safety planning. (2) Laser engraving of tags on metallic parts to support automated identification.
- Developed inventory models for Captive Power Plant (CPP) equipments, factoring installed base, historical failure rates, lead time, and item criticality.
- Oversaw onsite commissioning and maintenance of CPP, Tank Farm, and Sulphur Recovery Unit during Graduate Trainee period.

## Education

B. Tech Mechanical Engineering – *National Institute of Technology, Surat* | Gujarat

2010 – 2014

## Accomplishments

- Star Performer of the Year- Recognized as the top performer in the Procurement vertical for outstanding contribution and results.
- Unsung Hero Award in Digital Innovation- Awarded for independently developing Vadat, one of the first ML-based industrial chatbots, built entirely using in-house free resources without relying on or sourcing any external tools.
- Star Learner Award- Honoured for commitment towards continuous learning; ranked among the top employees at Reliance Industries for completing the highest number of functional and skill development courses.
- Internal Faculty Member- Acknowledged for contributions to Learning & Development as an in-house faculty member specializing in Inventory Control- Reliance Industries Limited.
- Authored and presented the research paper “Effect of Silicon Addition on 1%Cr Hard-facing Alloy” (Paper No. 80) – accepted (with minor revision) at the International Conference on Advances in Materials and Product Design (AMPD 2015), NIT Surat.

## Certifications

- Contributing Life Member- IIMM (Indian Institute of Materials Management), Vadodara Chapter.
- Supervised Machine Learning: Classification & Regression- DeepLearning.AI and Stanford Online.
- Google Project Management (Waterfall, Agile and Scrum)- Google.
- Generative AI for Product Managers- IBM and SkillUp EdTech.
- Generative AI for Business Consultants- Fractal Analytics.
- Excel Skills for Business: Advanced- Macquarie University

## Extra-Curriculars

- Led the OGX Department, AIESEC Surat – Organized college seminars, built partnerships with directors/deans, and promoted international student exchange programs for Surat students.
- Member of SAE India and technical contributor for BAJA-SAE All-Terrain Buggy project of NIT Surat.
- Participated in Young Materials Manager Competition-2024 on the theme “Digitization Must For Competitive Edge in Supply Chain” in IIMM Vadodara.
- Represented Indonesia as a delegate at the UN-ECOSOC committee at aMUNitions 2012, Ahmedabad.
- Developed a fully automated, API-less algo-trading/investing program that enabled hands-free execution of strategies like pyramid investing, trailing stop-loss, and price improvement orders—eliminating the need for my manual market monitoring.
- Worked on home automation IoT and convenience DIY projects like- Bike helmet solid-state cooler.
- Hybrid Programmer with command over Python, JS & Appscript; built automation, data integration, & decision-support solutions.
- Website domain name investing and website domain. Manage my own portfolio website- [www.roymayank.com](http://www.roymayank.com)