



Sai Kiran Mangalampalli

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Summary

Techno-commercial leader with 5.5 years at Larsen & Toubro across R&D, manufacturing, and supplier development in defence and aerospace Industry, driving ₹70 Cr+ in savings through indigenization, OEM collaboration, and cross-functional problem-solving for land, air, and naval platforms. Skilled at scaling MSME ecosystems, resolving program bottlenecks, and standardizing processes driving product excellence, cost leadership & competitive advantage.

Professional Experience

Assistant Manager | Larsen & Toubro Limited | Pune

- Led 5+ cross functional task forces, developing product & process concepts and prototyping to achieve ₹58Cr in cost savings by import substitution and achieving 60% indigenization target.
- Collaborated with multiple global OEMs for development of 15+ surface treatment processes, bridging gaps between international best practices and our capabilities, saving ₹6 Cr in costs and localising production for 200+ land and air systems
- Orchestrated process audit and enhancement program across 25+ MSME surface treatment partners, achieving quality performance improvement of 10% YoY.
- Replaced carcinogenic coating for aluminium, by introducing environmentally safe variant, generating a 100 MT+ monthly coating capacity for 31 radar systems.
- Led a process improvement initiative to salvage 74 tonnes of imported aluminum raw material which enabled timely delivery of 42 military bridging systems
- Spearheaded a pilot program to source military grade paints within India for radar projects, by performing a market analysis and through liasoning reducing costs by ₹50 lakhs and lead time by 50%
- Deployed an intranet-based search and retrieve tool for internal knowledge management database consisting of 1000+ documents
- Developed an AI supported coating selection tool reducing the preliminary selection time from 4 hours to 1 hour.

Senior Engineer | Larsen & Toubro Limited | Pune

- Led a process improvement initiative to increase the life of a military bridging system by 233% (from ~8000 cycles to ~24000 cycles) meeting paving way for a repeat order potential of Rs. 500 Crore
- Streamlined paint procurement process for a strategic launch platform by partnering with an Indian manufacturer, realising a lead time saving of 8 months for 3+ strategic defence stealth equipment.
- Secured customer approval for critical hydraulic equipment by performing root cause analysis and improving manufacturing processes, avoiding 4 months down time and ₹2.5 Cr repair costs
- Led cross-functional team to indigenize a first of its kind pulley mechanism by analysing product & service requirements, achieving cost savings of ₹5Cr.
- Standardized 30+ surface treatment processes by creating 40+ SOPs and audit tools aligned with international benchmarks, creating a structure in the coatings domain.
- Digitalized the logging, monitoring and managing the teams' activities by deploying a web-based ticketing portal.
- Adapted the material purchase specifications for a next gen artillery system as a part of Technology Transfer
- Expedited the closure of a 3 yearlong qualification testing of a marine equipment by earning the customer trust through resolution of technical bottlenecks.

Graduate Engineer Trainee | Larsen & Toubro Limited | Pune

- Designed an on-site repair solution by coordinating with a 4-member task force, avoiding equipment downtime by 3 months and savings of ₹1 Cr in costs.
- Developed a concept & techno financial proposal for India's first ever electromagnetic launch mechanism with an addressable market of ₹100 Cr.

Education

B.Tech(Metallurgical Engineering) – National Institute of Technology Andhra Pradesh | Tadepalligudem

Accomplishments and Awards

- Recognized as a top performer for 4 consecutive years FY22-FY25 at Larsen & Toubro Limited
- Awarded "Best Internal Auditor" for FY 23 and FY 24 for the quality of findings and impact of subsequent improvements across 4 functions.

License & Certifications

Co/Extra-curricular

- Co-leading a 16 member placement team as the vice recruitment secretary of the placement committee for the PGPX program at IIM A.
- Led a 15-member executive team at college, to organize industry visits and secure 90% internship placements for students through direct outreach to company leadership.
- Led a 5-member team at college to manage speaker outreach, invitations, and logistics for first ever TEDx event.
- Led Publicity committee leading a team of 48 volunteers for cultural fest at college
- Mentoring 2 10th grade students weekly on career readiness, goal setting and networking, with ClayLab Foundation.