



Sai Kiran Mangalampalli

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विकासनियोगाधिकारः

Summary

Business professional with 5.5 years at Larsen & Toubro in the defence and aerospace BU across R&D, manufacturing, and supplier development. Drove ₹70 Cr+ in cost savings and opened up opportunities for repeat orders 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

July 2024-March 2026

- Led 5+ cross-functional task forces to design, prototype and roll out indigenous alternatives to imported subsystems. Saved ₹58 Cr and met the 60% subsystem indigenization target at system level across multiple defence products
- Led a process improvement initiative that salvaged 74 tonnes of imported aluminium instead of re-ordering it. Avoided 6–8 months of re-ordering time and kept delivery of 42 military bridging systems on schedule
- Spearheaded a pilot program to source military grade paints within India for radar projects, by performing market analysis and multi stakeholder co-ordination, reducing total costs by ₹50 lakhs and lead time by 50%
- Benchmarked supplier capabilities against international best practices, then worked with multiple global OEMs to build 15+ surface treatment processes. Saved ₹6 Cr and localized production for 200+ land and air systems
- Ran a process audit and process enhancement program across 25+ MSME surface treatment partners, improving product quality by 10% YoY, delivery performance by 25%
- Deployed an internal knowledge management tool for database consisting of 1000+ documents
- Developed an AI supported coating selection tool reducing the preliminary selection time from 4 hours to 1 hour
- Generated a 100 MT+/month environmental friendly coating capacity for 31 radar systems by introducing environmentally safe variant clearing the sustainability bottleneck for award of a radar program contract

Senior Engineer | Larsen & Toubro Limited| Pune

July 2021-July 2024

- Led a process improvement initiative that increased military bridging system product life by 233% (from ~8000 cycles to ~24000 cycles), opening a repeat order potential of ₹500 Cr
- Replaced imported paint supply for a strategic launch platform by qualifying an Indian manufacturer, saving 8 months of lead time across 3+ strategic defence stealth platforms
- Secured customer approval for critical hydraulic equipment through root cause analysis and manufacturing process improvement, avoiding 4 months of downtime and ₹2.5 Cr in repair costs
- Led a cross-functional team to indigenize a first-of-its-kind pulley mechanism for a launcher system, by analysing product and service requirements, delivering ₹5 Cr in savings
- Standardized 30+ surface treatment processes by creating 40+ SOPs and audit tools aligned to international benchmarks, establishing structure across the coatings domain
- 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 challenges
- Designed a multi week training module for New Joiners in the team and conducted 8 training sessions
- Deployed a ticketing portal for logging and managing team activity and built Excel and Power BI dashboards for monitoring team activity

Graduate Engineer Trainee | Larsen & Toubro Limited| Pune

Aug 2020-July 2021

- Coordinated a 4-member task force to design an on-site repair solution for a Naval weapon system, avoiding 3 months of a downtime of the platform and ₹1 Cr in repair and replacement costs
- Developed the concept and techno-financial proposal for India's first electromagnetic launch mechanism with an addressable market of ₹100 Cr

Education

B.Tech (Metallurgical & Materials Engineering)-National Institute of technology Andhra Pradesh

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

- ISO 9001: 2015 Lead Auditor, DNV-GL
- AS 9100 Internal Auditor
- Specialization in Management Consulting, Coursera
- KPMG Lean Six Sigma Green Belt

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 the welfare committee that managed nutritionally balanced meals for 650+ employees at L&T's canteen, digitised the feedback system to feed into the biweekly menu.
- Delivered 40+ hours of English instruction to tribal kids by associating with Read-A-Story Foundation.
- Mentored 2 10th grade students weekly on career readiness, goal setting and networking, with ClayLab Foundation.