



# Samagra Kumar

E-Mail: x25samagrak@iima.ac.in Mobile: +91 7654360218 LinkedIn: [www.linkedin.com/in/samagra-kumar/](https://www.linkedin.com/in/samagra-kumar/)

## Summary

Worked as an internal consultant, directly collaborating with senior leadership to drive strategic initiatives. Experienced in leading six sigma and machine learning projects across complex operational processes. Expertise in stakeholder management, team leadership, customer-centricity, and innovative problem-solving.

## Professional Experience

### Area Manager Improvement, Operations | Tata Steel Limited | Jamshedpur (TSJ)

- Led team of 100+ employees to manage production, quality, cost, supply chain & safety in the steel manufacturing division
- Facilitated departments on 500+ projects with annual savings of **INR ~110Cr** through training, handholding & periodic reviews
- Developed smart visualization dashboard in tableau for 200+ KPIs across 6 departments (saving **INR 1Cr**) for strategic decision
- Spearheaded the Tata Group Business Excellence assessment as the Youngest Core Team member (led by CEO) in the taskforce
- Enabled TSJ to receive **World Economic Forum's** 4IR Lighthouse award (given to only 4/2.5 Lakh manufacturing units)
- Mitigated business risks of **INR ~30Cr** in steel supply chain via. **Enterprise Risk Management (ERM)** framework
- Boosted **INR 5Cr** revenue by reducing process delays (3.5% YOY) through TOC-backed debottlenecking in dispatch lines
- Prepared 10+ strategies for CEO&MD as a part of "Vision of the Company 2035" through idea generation workshops
- Audited 25+ departments on Production, Maintenance, Quality, HRM, Health, Aviation, Safety as per ISO, IATF standards
- Led the kick off 2-year assignment with Japanese consultant to improve quality by 5% and reduce downtime in cold rolling mill
- Managed the budget of INR 80 lakhs to reward and recognise Top10% projects from VP level to boost employee morale

### Manager QA, Product Technology| Tata Steel Limited | Jamshedpur (TSJ)

- Implemented **Quality 4.0 dashboard** with consultants from **Accenture** to detect process anomalies, saving **INR 1 Cr** annually
- Achieved annual savings of **INR 6Cr**, reducing quality rejections by 4%YOY via green belt project for Major Auto Customer
- Reduced Raw Material (RM) consumption (by 2%) by optimizing the sequencing pattern of input process parameters
- Led weekly discussions with joint venture team from Japan and managed the DMAIC project to reduce steel defect by ~4%
- Improved process capability by 20% to produce 10+ difficult grades under stringent Bureau of Indian Standards norms
- Minimized quality rejections during upgrade of the digital systems of 20-year-old machine from Danieli (Italy & India)
- Implemented 50+ protocols and guidelines ensuring business continuity & health of team during peak pandemic times

### Manager Technologist | Tata Steel Limited | Jamshedpur (TSJ)

- Managed the 10+ new product developments from customers & evaluated the trial performances for commercialization
- Benchmarked 25+ practices across 5 global competitors steel plants and improved process rejections, saving **INR ~2 Cr**
- Reduced inhouse rejection by 3% of semi-finished products using random forest method from 1000+ historical data

## Education

### B. Tech (Hons)+M. Tech (5-year Integrated Dual Degree) – Indian Institute of Technology Kharagpur

- Received part-time opportunity as Quant Research Consultant by WorldQuant LLC, New York
- Developed diverse backtesting financial models for trading in US, EUR & ASIAN financial markets

## Accomplishments

- Won **Best Paper Award** in ANQ 2022 at Beijing **China**, on ML model to optimize SKU grading in production line
- Authored Paper titled "**Reduction of Flushing in IFHS grade**" - selected **10 / 500** entries in **AISTech2020, USA**
- Represented TSJ's scrap recycling project (aligned with UNSD Goal #12) in International Quality Sustainability Award
- Recognised by Vice President TQM in Innovation Award for project titled – "**Defect Logging – Speech to Text Way**"
- Selected as delegate (**2/10000**) by CEO&MD to attend ANQ Conference 2023, **Vietnam** to learn best industrial practices
- Won CEO's Award (**Top 1%**) for the best TQM Project in **4 years** (2018,2019,2023 & 2024) for improving business KPIs
- 2nd Runners-up (out of 20 teams) in Business Case Competition on '**Resilience of Organizations**' by AIMA, New Delhi
- Drove the recognition of high-impact kaizen teams (**Top 0.01%**) at international forums at Beijing (2023) and Colombo (2024)
- Gold Level in Alphathon (Algorithmic Trading Contest) by WorldQuant among participants from US, Russia, China, India, UK

## Certifications/Courses

Lean Six Sigma (Tata Steel), Forward Learner Program (McKinsey), Generative AI (Michigan University), Digital Transformation (Duke University), Foundations of Leadership (XLRI)  
Python, Tableau, Machine Learning, Statistica, Thinkcell, Java, C

## Extra-Curriculars

- Organized Annual Dog Show, attracting 500+ participants, spreading awareness about animal friendliness in the city
- Led team of 7 under the guidance of Ms. Bachendri Pal to trek in lower Himalayas (~11500 ft)
- Heading a team of 50 for International Immersion Programme to ESADE Business School, Spain
- Travelling, Nature Photography & Astrophotography – explored 5 different Asian countries in last 5 years