



Samiksha Gupta

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Summary

Strategy & Operations Manager with 5.7 years of experience across Pharma, FMCG, and E-commerce industries. Proven expertise in supply chain optimization, process excellence, and strategic execution, with a strong track record of delivering scalable, data-driven solutions that enhance efficiency and accelerate business growth.

Professional Experience

Area Manager (Level 5), Supply Chain| Amazon India | Hyderabad |

- **Spearheaded Rapid Lean Transformation across 8 Amazon Large FCs, streamlining** 6 tasks (240+ mins/day), optimizing workforce structure, and unlocking ₹21M in annual savings across 8 FCs through strategic process redesign.
- **Led inventory layout redesign across 156 outbound stations**, delivering ₹12M annual savings, boosting packaging productivity to South Zone benchmark, and enabling 3% CAGR growth in FY'24–25 through operational space optimization.
- **Drove Safety Transformation under “My Safety, My Pride”**, achieving a 35% UAUC reduction—the highest in the South Zone—and receiving recognition from Amazon India FC Supply Chain Director for exemplary Industrial Safety leadership
- **Managed a 112-member team with structured talent development and performance management**, reducing attrition by 9% and fast-tracking high-potential talent into leadership roles, exemplified by a Process Lead promotion by Jan'25
- **Led Peak Season (Prime Day and Diwali ‘Amazon Great Indian Festival’) operations for 400+ associates**, delivering 3.5+ lakh packages/day with 0 safety incidents, achieving 140% YTD efficiency, 92%→96% SLA adherence, and 14.5% volume growth—setting the IOP benchmark network-wide

Production Executive, Operations Start- up Team | Nestlé India | Ahmedabad |

- **Directed Lean Six Sigma Green Belt Project**, reducing daily rework in Maggi Noodle Manufacturing facility from 58 kg to 32 kg with ₹2.5M CAPEX, achieving 90% rework reduction, ₹30M annual savings, and driving 4.8% CAGR growth.
- **Spearheaded Nestlé India’s first digital L&D transformation** for 1,200+ factory staff using Industry 4.0-aligned POKA platform launch, enabling 5% paper reduction and faster, audit-compliant knowledge
- **Led ₹7B Brownfield Expansion of Maggi Noodle Factory for Operations Start-up**, delivering 14 MT/day capacity (Green Field Capacity +35%), optimizing ₹3B CAPEX with 5% savings, and integrating global vendors from Vietnam, USA, and Japan
- **As People Manger, oversaw 33- member team with 18% diversity and 12% PwD representation**, reduced first-month attrition by 5% (freshers), 3% (diversity), and 12% (PwD) through inclusive leadership and capability development strategies

Manufacturing Team Member | Dr. Reddy’s Laboratories Ltd.| Visakhapatnam|

- **Executed Six Sigma Yellow Belt yield improvement**, increasing output by from 1,040 Kg to 1090 kg, saving ₹79.5M annually; recognized by Global Operations Head for delivering measurable strategic impact
- **Led Six Sigma Yellow Belt Quality improvement project for Valsartan (Japan market)**, halving DPMO (11,000 → <5,500) using DMAIC methodology and Minitab analytics, reducing COPQ metrics and generating ₹17.35M in annual value
- **Directed Industry 4.0 Automation of API intermediate manufacturing**, increasing batch yield by 20 kg (1,090→1,110 kg), saving ₹65M/year with ₹16.5M CAPEX; replicated across 50+ commercial molecules in site; nationwide replication underway
- **Developed Excel-VBA-based sitewide yield tracker**, integrating real-time RMC, benchmark, and historical data, enabling proactive decision-making across API operations for 30+ molecules
- **Improved Fluidized Bed Dryer OEE from 69% to 87%**, cutting cycle time by 7.15%, delivering \$257.5M annual revenue impact through TPM and Autonomous Way of Working (AWW) methodology applications within Centre of Excellence
- **Implemented pH automation using real-time digital feedback**, boosting yield from 316 Kg to 324 kg/batch, generating ₹12M/year with ₹1.55M CAPEX; enabled horizontal scaling across 22 product supporting 4.5% CAGR growth

Technical Trainee | Dr. Reddy’s Laboratories Ltd.| Visakhapatnam

- **Redesigned FBD drying strategy for High Blood Pressure Commercial molecule**: reducing cycle time by 44%, doubling output to 6 MT, and unlocking ₹380M in incremental revenue (+61.3%) during the 2019 carcinogen crisis
- **Launched and scaled ‘Know Why, Know How’ training initiative**, enhancing technical depth across 100+ operators for 15 drug molecules, driving 37% uplift in workforce capability under TPM Jishu Hozen Step 4
- **Spearheaded Commercial validation of Liraglutide (high demand Diabetes drug) via Microwave Reactor**, reducing scale-up variability, enabling Semaglutide scalability, delivering a 15% ROI on strategic diabetes and biologics portfolio expansion
- **Engineered Solvent Recovery System for TBTCl**, achieving 85% solvent recovery and ₹11.5M in annual savings with ₹52M CAPEX, strengthening cost control, sustainability and Regulatory compliance

Education

Individual Research Project: ‘Digital Transformation collaboration with GRIT (state body of Government of Gujarat) for AI applications in State Apparatus’, ‘Digital Transformation’

Bachelor of Engineering (Chemical Engineering) – Birla Institute of Technology (BIT), Mesra | Ranchi

Accomplishments and Awards

- Accoladed by Amazon India FC Supply Chain Director, **Mr. Abhinav Singh**, for outstanding contribution to industrial safety through the “**My Safety, My Pride**” initiative
- Commended by the Site Lead and Line Manager for successful execution of the **Outbound Inventory Layout Redesign** project, delivering significant cost savings and productivity gains
- Awarded “**Safety Champion of the Month**” **four times** in 2024, in recognition of consistent people leadership in promoting workplace safety and risk mitigation across the site and setting a benchmark for the South Zone
- **Completed first Lean Six Sigma Green Belt project within 5 months of joining**, delivering measurable process gains and setting the standard for future operational excellence initiatives- awarded by the Factory Head and the Line Manger
- **Presented the Operational strategy for Nestlé India’s ₹7B Brownfield Expansion to Chairman & MD Mr. Suresh Narayanan**, showcasing scalability, cost efficiency, and long-term growth alignment
- **Spearheaded the implementation of Nestlé India’s first digital learning and capability-building platform- POKA**
- **Recognized by Senior Director – Operational Excellence (API)** for launching the “Know-Why, Know-How” capability series, driving strategic upskilling and cross-functional alignment across API operations
- **Rewarded by Chairman & MD Mr. G.V. Prasad** for pioneering conductivity-based automation; selected as a showcase project at the **15th CII National Competitiveness & Cluster Summit 2022**; undergoing nationwide expansion
- **Appreciated by Global Manufacturing Head Mr. Sanjay Sharma** for leading a data-driven yield optimization initiative that enhanced intermediate drug output unlocking ₹79.5M in annual value
- **TEQUIP (Technical Education Quality Improvement Program)** sponsored Research Internship program in **ICT (Institute of Chemical Technology), Mumbai**

License & Certifications

Lean Six Sigma Green Belt, KPMG

Publication- 1: [Pd-1 Receptor Blocker: A Revolution in Cancer Therapy?](#)

Publication- 2: [Recent Advances of Nanomaterials for Cancer Theranostics: Targeted Therapy & Diagnosis](#)

Co/Extra-curricular

- **POR: Vertical Head of FMCG, Retail & E-commerce for IIMA PGPX Placement Committee 2025-26.**
- **POR: Technical Executive Member of IChE and EPAC** (Environment Protection & Awareness Club)
- **1st place in in ICT Vortex’17** Senior IDP- Technical team competition organized by ICT, Mumbai- National Level
- **2nd place in Coalescence’17** Chem-e-Car- Technical competition organized BIT Mesra under IChE- College Level
- **3rd Place in Coalescence’17 Industrial Design Problem-** Technical Comp. organized under IChE - College Level
- Awarded by **Central Government Ordnance Factory** for Academic Excellence in Highschool and Intermediate
- **Organized and hosted (Emcee) JSEF’17 and JSEF’18** (Jharkhand Science and Environment Festival) organized through EPAC – **State Level Inter- school competition** – Largest school level technical festival on in East Jharkhand.