



Utsav Pathak

E-Mail: x26utsavp@iima.ac.in Mobile: +91-9887203930 LinkedIn: www.linkedin.com/in/utsavpathak222

Summary

Chartered Accountant and cross-functional business leader with 7+ years at TAB Surfaces, progressing through two out-of-turn promotions to become its youngest-ever Assistant General Manager. Led a 200+ member division with full P&L ownership and an INR 50 crore budget, delivering growth, capital expansion, cost savings and working-capital improvements while advising the Managing Director and Chairman. At IIMA, continues this builder trajectory through The 7AM Brief and institution-focused digital products.

Professional Experience

Assistant General Manager & Management Appointee - IMS | TAB Surfaces | Hosur, India Dec 2024 - Mar 2026

- Led a 200+ member engineered-quartz division with full P&L ownership and an INR 50 crore budget across sales, supply chain, manufacturing, quality, inventory and customer delivery.
- Earned two out-of-turn promotions to become TAB's youngest-ever Assistant General Manager; advised the Managing Director and Chairman on strategic decisions spanning new products, capex, expansion, potential acquisitions and global clients including IKEA and Caesarstone.
- Led ISO 9001/14001/45001 audits, EcoVadis and related certifications, raising the audit/compliance score from 65% to 95%.

Operations Manager / Senior Operations Manager | TAB Surfaces | Hosur, India Feb 2019 - Dec 2024

- Built the domestic quartz-sales channel from scratch during US trade disruption, generating about INR 10 crore annually and contributing more than 10% of plant sales.
- Led an INR 100 crore expansion 10% under budget, saving about INR 10 crore and securing INR 2.5 crore in subsidies.
- Designed and implemented a Toyota Production System-inspired gain-sharing system, delivering about INR 5 crore in annual savings and reducing plant attrition by 20%.
- Implemented just-in-time procurement, releasing INR 4 crore in working capital; delivered more than INR 7 crore in annual savings through major operating and strategic initiatives.
- Sourced an INR 50 lakh upcycling machine generating about INR 2 crore in annual savings; led sustainable-quartz R&D, slurry upcycling, SAP ERP, app and IoT initiatives.

Articled Assistant | PC Modi & Co. (later R Sogani & Associates) | Jaipur, India Sep 2013 - Sep 2016

- Executed statutory, internal and tax audits across sectors, identifying process inefficiencies; earned the 'Peacemaker' recognition, while work on a 2015 TAB audit later contributed to a post-qualification opportunity with the company.

Education

Chartered Accountant (CA) - Institute of Chartered Accountants of India (ICAI)

Bachelor of Commerce - University Commerce College, University of Rajasthan | 2012-2015

Accomplishments and Awards

- Founded and operates The 7AM Brief end-to-end, a live daily news platform with 100+ email subscribers.
- Developed an IIMA Super App prototype; now working with the institute IT team on Unified Campus Platform deliverables.
- Built AI-powered Deadline Radar, used by the 160-member IIMA PGPX batch to track institutional events and deadlines.
- Appointed to IIS University's General Council, advising on executive hiring, ERP selection and digital strategy.

License & Certifications

- Financial Modeling & Valuation Analyst (FMVA) | Corporate Finance Institute | Mar 2026
- Lean Six Sigma Green Belt | KPMG | Feb 2026
- Certified Scrum Product Owner (CSPO) | Scrum Alliance | Jan 2026
- Agentic AI | DeepLearning.AI | Jan 2026
- AI for Business | University of Pennsylvania | Jul 2025
- SAP Finance & Controlling (FI-CO) Power User | ICAI | Jan 2022

Co/Extra-curricular

- Candidate Strategy Lead, Pay It Forward (PIF); mentored 6 MBA aspirants in the previous cycle and revamped the mentorship collective's website.
- Co-founded One Nation, One Group, a pan-India MBA knowledge-transfer community with about 500 members.