

Submarine construction is one of the most complex and longest processes on the earth. Having worked in two different projects of submarine construction and refit and having dealt with OEM's from various countries, I will be able to present a lot of intricate details & difficulties faced in the projects which will be a catalyst for my path ahead. Doing a masters would enable me to develop better managerial skills, give me global experience and exposure and help me in overall personality development. Furthermore, this course would give me networking opportunities and entrepreneur skills.

I have scored 90.80 % in Secondary School Examination and 84.40% in Senior Secondary School Examination. I managed to score an All India Rank of 11572 in one of the most prestigious Competitive Examination in the world, IIT- JEE 2012. (JEE Advanced). I have done my Bachelors of Technology in Naval Architecture & Ocean Engineering from Indian Maritime University. I completed my degree in 2016 with a GPA of 9.36. Having done a B.Tech in Naval Architecture & Ocean Engineering, I will be in a position to gain a theoretical and pragmatic view of the subjects. My experience in procurement, negotiations & team building and management will lay the base for this course.

My extracurricular events include being a Student Member of the Placement Cell in College and of the Technical and Photography Team of La Ola-the college e-newsletter. I also Represented the college badminton team in the Indian Open Sports Fest at VNR-VJIED, Hyderabad. My affinity towards sports led me to win doubles, mixed doubles and become runners up of singles in Inter-House Badminton in College. Being a part of the Placement cell helped me to attain maturity and boost my confidence. It also helped me in improving my communication skills and handling pressure as the careers of many students were at stake apart from mine. As I had to constantly negotiate with recruiters on various parameters, it gave me the ability to pitch, negotiate and convince. It also gave me a sense of satisfaction.

I have a total experience of more than 5 years in Procurement of Items & Services, Contract Placement and Management. I have been an employee of one of the leading shipyards of India and the only shipyard to successfully build Submarines. During this period, my roles and responsibilities as a Senior Engineer in the Commercial Division of Mazagon Dock Shipbuilders Ltd were to approve requisitions, place purchase orders, and expedite delivery of goods and services to meet Just in Time (JIT) inventory controls. I also provided requests for Information (RFIs) to potential suppliers for quotations on desired requirements and maintained partnerships with the whole supply chain to drive regular performance reviews against quality, cost, and delivery. I also negotiated vendor payment terms and contract conditions to meet aggressive production and cost requirements. I ensured the accuracy and completeness of

contractual documents as well as properly reviewed them for conformance with contract terms and conditions. Apart from supervising and maintaining a timely reviewal for third party stakeholders, I also served as a mediator for all contractual communications and commitments. At present, I am serving as an Assistant Manager in Commercial Mazagon Dock Shipbuilders Ltd, Mumbai. For the last two and a half year in the capacity of Assistant Manager, I have gained expertise in advanced Procurement Practices, Negotiations, Contracts Placement & Management, Vendor Management, etc. After having worked in the organisation as a Senior Engineer & an Assistant Procurement Manager in one of the leading shipyards for almost five years, it is high time to look for career growth & transformation. I have been a dedicated employee for the past five years and have a good academic record throughout my school and college. I have been awarded the Letter of Commendation twice in these five years at the present organization by the CEO & Director (S&HE).

Through **the MBA (Master of Business Administration)** course, I will be able to successfully integrate management strategies for any organization. I will achieve significant and effective knowledge with modules like Leadership Practices, Operation Management, Developing Strategy, International Business, Entrepreneurial Finance, and International Banking. Post this course I will also acquire an understanding of the philosophy of design, manufacturing, and engineering management for the circular economy.

My short term goal is to increase performance metrics, gaining experience in Leadership and team building, learn multiple sets of skills and advance concepts of Procurement and Contracts, and improving procurement efficiency. In the long term, I intend to break into management and become a subject matter expert. I want to master negotiation skills and to learn and build strategic relationships.