

SHIVAM KUMAR

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Objective

Detail-oriented MBA student specializing in Operations & Supply Chain Management with hands-on experience using SAP for inventory and logistics management. Seeking to apply skills in workflow optimization, data-driven decision-making, and process improvement to contribute to operational excellence in a dynamic organization.

Experience

Agribusiness Manager

New Indo Agriculture Marketing Infrastructure Pvt. Ltd – Patna, Bihar

January 2023 - July 2023

- Led the strategic setup and operations of 4 Kisan Suvidha Kendras monthly, improving access to essential services for farmers.
- Coordinated with farmers, stakeholders, and cross-functional teams to optimize service delivery.
- Monitored and analyzed operational performance to ensure service quality and efficiency in day-to-day operations.
- Achieved 100% of performance targets.

Education

Course	Year	Specialization
MBA	2023 - 2025	Operations
B.Sc. (Hons)	2018 - 2022	Agriculture
Senior Secondary School	2015 - 2018	PCM
Secondary	2014 - 2015	

Internship

Mehta Excel Pvt. Ltd (C&FA Hindustan Unilever Limited) – Jaipur, Rajasthan

June 2024 - August 2024

- Utilized SAP for inventory and order management to streamline logistics and supply chain processes.
- Managed real-time data processing, leading to improved decision-making and reduced operational bottlenecks.
- Collaborated with senior leadership to enhance workflow efficiency, contributing to strategic growth initiatives.

Certifications & Training

- Advanced Excel – Iraedu.tech
- Essentials of Excel – National Career Service & Microsoft
- Data Science Fundamentals – IBM Skills Build
- Spreadsheet Modeling – Harvard Business Publishing Education
- Advance Diploma in Computer Application – Micro Computech Education P. Ltd.
- Email Marketing – Great Learning
- Digital Marketing – Great Learning

Projects

R.A.W.E (Rural Agricultural Work Experience)

April 2022 – June 2022

- Conducted and organized a training program on organic farming and sustainability, educating farmers on modern agricultural practices.
- Led a survey of 300 farmers to identify crop production challenges and developed solutions for improving agricultural efficiency.
- Demonstrated best practices to farmer groups, resulting in a 20-25% increase in crop production and a 10-15% reduction in costs.
- Applied problem-solving and leadership skills to enhance farming techniques and sustainability in rural areas.

Skills

Interpersonal skills: Leadership, Teamwork, Problem-Solving, Communication, Decision-Making, Adaptability, Analytical Thinking, Workflow Optimization, Time Management

Technical Skills: SAP (Inventory Management, Logistics), MS Excel (Advanced Excel, Data Analysis), MS PowerPoint, MS Word, Digital Marketing, Project Management, Logistics Management, Quality Assurance/Quality Control (QA/QC)

Achievements

- Winner – Cricket Tournament during secondary school, demonstrating teamwork, leadership, and sportsmanship.
- Technical Team Member – Actively contributed to a one-week FDP program at Noida International University.
- Volunteer – ZEST-2023, Noida International University.