

Shashank Mishra

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EDUCATION

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| ● IIT Kharagpur, West Bengal, India (9.30/10) | 2020- 2021 |
| - <i>Master of Technology - Industrial Engineering & Management</i> | |
| ● IIT Kharagpur, West Bengal, India (8.36/10) | 2016- 2020 |
| - <i>Bachelor of Technology (Honours) - Manufacturing Science & Engineering</i> | |
| - <i>Micro-specialization - Entrepreneurship & Innovation</i> | |
| - <i>Branch Rank 4; among top 5% of a batch of 1200 to secure a Department Change</i> | |
| - <i>Excellent in Master Thesis - "Interface Design for Healthcare Ecosystem"</i> | |

PROFESSIONAL EXPERIENCE

Torrent Pharmaceuticals Private Limited (NSEI: TORNTPHARM, Market Cap: \$13.88 billion USD)

5th largest pharmaceutical company in India with annual turnover of \$1.29 billion USD (FY 24)

Manager - Strategic Planning & PMO (CEO's Office Role)

Sep 2023 - Present

- **PMO Establishment:** Established the first PMO office, built all review/monitoring processes & systems from scratch, managing strategic initiatives, facilitating board meetings, investor relations, & overseeing leadership KPI reviews on monthly, quarterly, & annual basis
- **Growth Acceleration Strategy:** Ideated & Implemented strategies for 7 divisions of cardiovascular therapy, achieving +4% growth over existing growth in Q1 FY25 by decluttering brands across divisions, changing brand positioning & restructuring marketing mix
- **New Business Unit Launch:** Strategized & facilitated the end-to-end launch of a dedicated business unit bridging General Practitioners' coverage gaps; now covering 30,000 doctors, conducting 28,000 hypertension/diabetes camps, & reaching 1M+ patients annually
- **Market Access:** Facilitated the launch of India's first Vonoprazan drug for GERD via in-licensing with Takeda Pharmaceuticals.
- **Acquired Asset Streamlining:** Improved marketing ROI by 7% for acquired business unit by restructuring zonal & segmental spends; designed cohesive dual-channel strategies with Prescription & Consumer teams, boosting baby care portfolio all India sales by 10%
- **Strategic Growth Roadmap:** Developed a 1/3/5-year organizational growth plan, aligning functional roles & contributions; Identified inefficiencies across functions & implemented a gradual transition plan to ensure seamless business continuity & sustained growth
- **Market Expansion:** Collaborated with strategic partners (GoApptiv) to enhance chronic product penetration in Tier 2/rural market helping with +2% additional topline growth

ITC Limited (NSEI: ITC, Market Cap: \$72.15 billion USD)

Largest FMCG company in India with annual turnover of \$8.43 billion USD (FY 24)

Manager - Operations

Aug 2022 - Aug 2023

- **Production Planning & Management:** Planned & produced 100,000+ tons of notebooks across 24 factories, with 95% SLA adherence
- **Supply Chain Revamp:** Restructured & built a lean, scalable D2C supply chain, cutting TAT from 10 to 4 days, increasing repeat orders
- **Process Digitization:** Ideated & launched a web platform for visibility across General Trade, Modern Trade, Export, Institutional, & D2C channels, improving production planning, optimizing capacity utilization, & increasing output by 2 tons per month
- **International Representation:** Represented the Classmate brand at Paperworld Middle East, securing 5 new clients & generating \$1.2 million in RFQs from international clients in the US & MEA regions
- **Compliance Achievement:** Secured SA8000/SEDEX export compliance & passed Bureau Veritas audits for export clients

Assistant Manager, Technical - Operations

July 2021 - Aug 2022

- **Supply Planning:** Managed supply-side planning for Institutional business, handling 400+ school orders & 3 state government tenders
- **Sustainability Initiatives:** Transitioned 50% of factory energy to solar & reduced water consumption by 10% annually
- **Cost Savings:** Achieved annual savings of \$180,723 USD by implementing automation across the value chain, including manufacturing, costing, order creation, planning, & improving operational efficiencies

Bosch (NSEI: BOSCHLTD, Market Cap: \$12.11 billion USD)

Summer Intern

May 2019 - June 2019

- **Safety Model Design:** Developed an image classification model for autonomous vehicle safety, achieving 95.9% accuracy in actionable scenario categorization

EXTRA CURRICULAR ACTIVITIES / COMMUNITY SERVICE / AWARDS

- Worked with the **Ministry of Defence (DRDO)** to design a lighter, more robust bulletproof vest for the **Indian Army**; optimized hybrid materials, achieving a 10% weight reduction & 4% improvement in penetration resistance through advanced testing & regression modeling
- **Vice President Candidate (IIT Kharagpur):** Represented 35% of the student body as 1 of 3 Vice President candidates, presenting solutions to 13000+ people & drafting proposals addressing placements, campus safety, academics, inclusivity & transparency
- **General Secretary, Branding & Relations Cell (Dean's Office):** Led a team of 55 students to drive IIT Kharagpur's global PR, digital outreach, & sponsorship initiatives; founding member of **Young Innovators Program (YIP)**, recognized by the **President of India**, with outreach across 900+ schools worldwide; Mentored community of 11k+ student; Conducted 5 global events
- **General Secretary, Alumni Affairs (Hall council):** Built platform & onboarded 500+ hall alumni; facilitated 50+ mentorships for students with industry alumni, helped 30+ secure internships; raised \$45K USD for hall renovations; organized yearly alumni meets & career talks
- **Football Secretary, Technology Students' Gymkhana:** Elected by 7,000+ students; conducted campus wide football events & workshops for beginners; initiated **football sessions for girls** with a dedicated coach for the first time; secured **Red Bull** sponsorship & conducted **Neymar Jr.'s Tournament**; handled team budget; achieved a **silver medal** in the 2017 **Inter IIT Sports Meet**.
- Selected as the **best volunteer** in NSS for developing a **low-cost water filter** for tackling water-borne diseases in Kashijora village
- Completed **3 bike rides** across the Southern & North east part of India & **4 treks** in Himalaya & Konkan region