Ashish Alavekar

XpressBees (Logistics Startup) | Process & Product | Masters Union (PM: 2022 – 23)

Degree	Institute	Board	% / CGPA	Year
B.Tech. (Mech.)	College of Engineering, Pune (C.O.E.P.)	Autonomous	8.32/10	2020
Class XII	Vivekananda College	Maharashtra	91.8%	2016
Class X	St Xaviers High School	Maharashtra	89.2%	2014

ACADEMIC ACHIEVEMENTS

Competitive Exams	• Ranked in the **top 10 students** in Kolhapur district for JEE Mains examination with overall **99+(perce.)**	2016
	• Ranked in the **top 0.01%** among **2,09,000+ candidates** in Maharashtra state MHT-CET examination	2016
Certifications	• Successfully completed **Product Management Master camp** offered by Masters Union	2023
	• Completed **Global Consulting Programme** by Blue Chapter(Formulated strategy for Italian Marketing firm)	2022
Co-Curricular	• Presented research paper on "**Hybrid Journal bearing**" at **Bosch** (Among the top 5 papers in India)	2019

WORK EXPERIENCE

Process & Product	XpressBees	Mar'22 – till date *(21 months)*

Responsibilities	• Part of the strategic planning team for transformation initiatives across XB -**Operations**, **Sales**, **Tech** and **Finance**. • **Acquisition lead(Trackon)**-Worked closely between organization for integration (Process, Operation & Tech) implemented on ground in **4months.**Designed Tech integration plan with **Dev+QA** in **5weeks**(API doc, MVP, laun.) • Worked on key initiatives of **B2B vertical(Surface)** that has helped derive Targets(**Revenue (60%)**;**Cost Reduction (10%)** and **Speed optimization(20%)** (**Reliance seller portal**; **Unification of system; ML-Promise Engine; Prepaid**) • Developed & Launched **0 to 1 prepaid** business as an **APM -Air Cargo** vertical in **30+ location** for **250+** users India • Implemented new ERP(**B2B**) successfully in **3months** across **250+** locations with over **1k+** users across pan India
Business Impact	• Successfully **integrated Trackon** leading to revenue **40lac/mon.** with a potential **2.5Cr** through network expansion • Designed integration & implementation plan for **Trackon** leading to **reduction in Mid Mile** cost of XB by **~20%** • Successfully launched Air Cargo Wallet **MVP** & **Product** with MVP revenue (**20lac**/mon.) and current(**1.2Cr**/mon.) • Successfully implemented new ERP increasing **On Time performance** from **65%** to **88%** (reducing **customer churn**)
Awards & Recognition	• Received **10+ appreciation mails** from Business Stakeholders (**CBO,COO,VP ops B2B and VP ops Mid Mile**) • Received **'Above & Beyond Award'** for exceptional performance across organization. (**Trackon Acquisition lead**)

Senior Engineer	Larsen& Tourbo	Oct'20– Mar'22 (17months)

Responsibilities	• **Part** of TQM team that helped L&T Heavy engineer implement improvement initiative across **03 Mfg** locations • Responsible for leading **Benchmark initiative** across 03 Loc for **5k+** employees- Accessing new improvement productivity benchmark and implemented across organization. (Through studying the gap and Designing SOP) • Responsible for leading **TPM** (Total Productive Maintenance) for critical **30** machines (Define the throughput)
Business Impact	• **Implemented** new **benchmark metric** across organization which helped reduce welding cycle time by **~20%** • Developed **TPM module** for real time visibility of performance helped critical machine performance inc. **12%**
Awards & Recognition	• Completed GET trainee training program within **06months** and with **85%+** rating across all training module • Received **05+ appreciation mails** from **Manager & Department head** (Implementation of metric & new module)

KEY PRODUCT INITIATIVES

XB- Trackon Acquisition (500Cr)	• **Conceptualizing and ideation:** Responsible for formulating **APIs** , Analyzing the impact and proposing strategy integration. Did impact analyses on **Tech** systems, **network**, **service level** and proposed a solution with minimum effort and time for the integration. Tech int (**05weeks**) and On ground implementation from initiation **04months**. • **PRD**: Formulated a comprehensive requirement document outlining the developments and prepared integration plan. Collaborated with Trackon Tech & Process team to get the synergize plan & dev to complete integration
XB -Air Cargo Wallet (0 to1 Business& Prod. Dev.)	• **Conceptualizing and ideation**: Responsible for understanding the user's needs and did market research with concept validation and provided a product roadmap to the business head. Provided **End to End** users flow & **Process** flow (PRD) • **MVP**: Formulated the requirement document along with wire-frames,use cases, user flows & proof of completion statements in PRD. Modules developed are:Customer onboarding, Rate calculation module,Shipment booking and Wallet. • **Launch:MVP** for the first month and was able to generate **20lac** revenue with a **30% M-O-M** revenue growth projection (Closing last month at **1.2Cr**).Have started to onboard customers from the electronics, agriculture & Defence sectors
XB Promise Engine	• **Algorithm logic**: Designed **prediction** model using **Dijkstra** algorithm in **python** for bags and shipments landing view across organization. Considered each process of shipment life-cycle to calc. **TAT** for **10lac+** lanes and reduce TAT on **2lac+** lanes. • **Product**: Algorithm Dev with tech for **real time** prediction of each shipment which will help in **network optimization**(daily)

Entrepreneurship

Entrepreneurship (DGC Auto parts Distributor)	• Estimated **TAM and SAM** of the **western** Maharashtra region for fiber auto parts through primary & secondary research. • Started the business with **lean** inventory established the **business model** and scaled it up to **4 districts** in the region. • Onboarded **50+** new clients in the western maharashtra region to grow business from INR **10k**/month to INR **2lac**/month in sales within a span of **2yrs**. Started **02 new lines** of Auto products which helped increase the reach & retention of client. • On-boarded multiple **vendors** helped **reduce Inventory cycle** from **45** days to **30** days that resulted in **increased cash** flow
LMS (Children NGO)	• LMS development for sponsor, student, admin, and teacher logins- With following modules -**Profile base login**, **Admissions**,**Exam**,**Timetable**, **Holiday** & **Attendance**, **Donation tracking**. Real time dashboards of each students. • LMS has helped the **admin** team to **reduce** workload by **30%** and improved Teacher Student **engagement 25%**

EXTRA CURRICULAR ACHIEVEMENTS

Tools	Python pandas(Inter);Jira (Inter);Figma (Adva.); MySQL (Beg.); MS office (Adva.) ;Wix(Beg.);Balsamiq(Beg); Mural(Beg)
Personal	Love to write blogs on product teardown, management, education, and personal experiences| Enjoy Swimming.

Male| 25 Years | +91 90758 93735 | alavekaraa16.mech@coep.ac.in