UJJAWAL AGARWAL

NJ, USA | +1 (408) 394-5762 | ujjawal.agarwal@rutgers.edu | linkedin.com/in/ujjawal-agarwal-ai | ujjawal-agarwal.netlify.app

PROFESSIONAL SUMMARY

Supply chain and operations professional with nine years in FMCG distribution across 850+ outlets and 650+ SKUs. Experience in demand planning, inventory management, procurement and logistics analytics. Cut delivery lead time from 4-5 days to same day. Rutgers MS Supply Chain Analytics candidate; Lean Six Sigma Green Belt.

PROFESSIONAL EXPERIENCE

Accenture | Business Transformation Specialist (Intern) **Apr 2026 - Jun 2026**

FlowOps: workflow proof of concept (POC) for a U.S. retirement services provider

- **Earned client approval for IT implementation of FlowOps** by translating discovery across 6 teams and 50+ standard operating procedures (SOPs) into workflows covering 7 teams and 11 request types.
- **Reduced repeat entry and clarified handoff ownership within the POC** through single intake, automated routing and SOP checklists, giving each case a defined owner, next step and audit trail.
- **Enabled earlier identification of service delays within the POC** through service-level agreement (SLA) tracking and explainable breach-risk scores, helping prioritize at-risk cases and expose delayed handoffs.
- **Enabled capacity-aware resource allocation within the POC** through workload-based assignment and what-if reassignment previews, allowing team leads to compare allocation options before moving cases.

Ajanta Traders | Senior Manager, Operations & Sales **Jul 2016 - May 2025**

FMCG distribution: Amul (GCMMF), Hindalco, Godrej, Hershey's and Dey's Medical

- **Cut order fulfillment lead time from 4-5 days to same day** by resolving billing and dispatch bottlenecks: built an ordering app and dashboard, linked orders to MARG ERP through Excel imports and expanded delivery capacity.
- **Protected availability across 650+ SKUs during peaks and COVID-19 disruptions** using Excel demand forecasting and seasonal indices to plan inventory and replenishment ahead of demand and coordinate stock with cold-chain delivery capacity.
- **Added 200+ accounts across an 850+ outlet network** by segmenting wholesalers and retailers by sales velocity and order frequency, prioritizing field coverage and allocating stock by outlet segment.
- **Helped grow annual revenue approximately 70%, from INR 101M to INR 171M**, through distribution improvements across 5 principal brands; used weekly salesperson, route and outlet KPIs to guide corrective action.

EDUCATION

Rutgers Business School | Master of Supply Chain Analytics (STEM-designated) **Expected May 2027**

XLRI - Xavier School of Management | PGDM (MBA equivalent) | 33rd globally, Financial Times MiM 2026 **2025 - 2027**

Indian Institute of Information Technology, Jabalpur | B.Tech, Electronics & Communication **2012 - 2016**

SELECTED PROJECTS AND RESEARCH

Tata Steel | Green steel distribution strategy **2025**

- **Defined launch priorities for low-carbon rebar across 4 buyer segments** by leading a 6-member team to assess willingness to pay and design a 3-phase market-entry and distribution rollout from metro pilots to retail scale.

PwC AC India | SAP security and risk-automation whitepaper **2026**

- **Shortlisted among 50 teams nationally** for a power and utilities whitepaper; worked with 2 PwC mentors to propose SAP GRC procure-to-pay and vendor-risk controls with an implementation roadmap.

ICICI Bank | Consumer preference analytics **2026**

- **Placed 3rd of 46 teams** by converting a 4-stage experiment with 278 participants and 5,000+ data points into 3 behavioral segments and a product strategy presented to ICICI leadership and Ipsos.

HEALIX Ops Vision | Last-mile healthcare proposal **2025**

- **Reached the national finals** with a last-mile screening concept and deployment value case, sizing a 3-year obtainable market of approximately 50,000 units (USD 15M).

Publications | Teaching cases and IEEE research

- **Co-authored 2 teaching cases on digital asset management and healthcare operations**, featured by IIM Ahmedabad and Harvard Business Publishing; also co-authored IEEE research on hybrid optimization algorithms.

SKILLS AND CERTIFICATIONS

Supply chain: Demand planning; inventory optimization; replenishment; procurement; cold-chain logistics; S&OP.
Process improvement: Lean Six Sigma; Theory of Constraints; root-cause analysis; process mapping; SOP redesign; KPI design.
Analytics: Advanced Excel (Solver, pivot tables, dashboards); SQL; Python; Power BI; Tableau; Minitab.
Certifications: Lean Six Sigma Green Belt; Data Insights Program (Power BI and Python), Grant Thornton Bharat (2025).