

• Contact



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• Skills

Operations Management



Very Good

Vendor Management



Very Good

Supply Chain Optimization



Good

Strategic Planning



Good

Inventory Management



Good

Procurement



Good

Negotiation



Good

• Software

Python



Good

MS Office



Good

PostgreSQL



Good

Tableau (Explorer)



Average

Llamasoft



Average



Rishabh Mahajan

Resident in Luxembourg | Willing to
relocate worldwide | Graduating
June'20

Masters Candidate in Logistics and Supply Chain Management at University of Luxembourg (Massachusetts Institute of Technology, USA's Graduate Certificate). Post my bachelors, I joined a seed funded (~€1 million) Consumer Internet start-up in India and was a part of the team to scale it to €800 million company within 4 years. I am driven by first principle problem solving and keen to make a positive contribution in an innovative environment.

• Work History

2019-09 -
Current

Industry Thesis (Ongoing)

Cargolux, Luxembourg

- Improving the on-time performance for the cargo airline by identifying key contributors of delay in the current operations.
- Utilizing machine learning algorithms in Python to analyse the impact of identified delay factors in order to allocate ground time accordingly.
- Gained deeper understanding of cargo operations at Luxembourg airport and conducted an exploratory data analysis to find the delay impact of each cargo type.

2015-09 - 2019-
08

Senior Category Manager

UrbanClap, India

UrbanClap (valued at €~850 million) is one of the fastest growing start-ups in South Asia with operations in India, UAE, Singapore and Australia. It's an app-based mobile aggregator for blue collared workers, providing at-home urban services. I worked across three key functions during my tenure of 48 months - *Supply/Vendor Management, Category Management, Business Operations (Launch & Growth)*.

1) Operations Head (Launch and Growth)

- Project Manager for launching operations from scratch in 5 cities; scaled to 15000+ monthly deliveries - responsible for S&OP for all 5 cities at a scale of €~500K revenue per year.
- Defined lead time and SLAs for new geographies for 250+ blue collared workers, supervising last mile delivery of consumables to be used in at-home services.
- Managed a team of 5+ Managers/Associates; cross functional hiring for 20+ Managers/Associates/interns for local teams.

2) Category Manager

- Implemented the operations strategy for the Season Sale in Nov'18, delivering 17% month on month growth.
- Sourced 100 vendors in 4 weeks (fastest ever) by restructuring vendor outreach, selection and training SOPs.
- Executed spare parts procurement with local shops, negotiating pricing for a 200+ supplier base.

• Languages

English



Hindi



French



• Interests

Volunteering: Juvenile and refugee rights in India and Luxembourg.

Trekking: Beginner level, I have completed 5+ treks in India.

Reading: Following venture capital and new product launches in ecommerce and Consumer internet.

• Education

2019-09 - 2020-06

Master of Science: Logistics and Supply Chain Management

University of Luxembourg - Luxembourg

- **Logistics Management:** Facility location using LP formulation in SAS.
- **Supply Chain Optimization:** Network Design and optimizing of current network on costs/lead time constraints.
- **Operations Strategy:** Trade-offs, order winners, demand & supply planning, sales & operations planning.
- **Inventory Management:** EOQ, re-order levels, demand forecasting, single/multiple period inventory optimizations.
- **Supply Chain Finance:** Financial statement analysis, cash cycles, investment analysis (NPV/IRR).
- **Data Science:** Exploratory data analysis, machine learning using Python.
- **Procurement:** Sourcing, negotiation techniques, contracting and bullwhip effect.

2020-01 - 2020-02

Graduate Certificate: Logistics and Supply Chain Management

Massachusetts Institute of Technology (MIT) - Boston, USA

- **SCM.254 Applied programming:** Data Analysis in Python and Llamasoft
- **SCM.262 Leading Global Teams:** Shark tank competition, CXO sessions
- **SCM.272 SC Workshop:** Supply Chain Game, Industrial visits (Quiet Logistics, Walgreens)

2012-07 - 2015-05

Bachelor of Science: Computer Science

University of Delhi - New Delhi, India

• Certifications

- Supply Chain Network Design (Llamasoft)
- Introduction to Financial Markets (NSE, India)
- Data Science for Business (DataCamp)

- Led the optimisation of supplier network: analysed demand-supply imbalances in serviceable hubs; re-designing their flows to improve the fulfilment by ~2.5%.

3) Supply/Vendor Manager

- Successfully trained the operations teams for a major appliance repair company (aggregator) to improve their workforce utilization by ~30%.
- Reduced escalations (quality) by ~1.5% by successfully integrating supplier scorecard in the mobile app for 700+ suppliers.
- Transformation from an aggregator supply base to individuals for appliance repair business