

SREENIDHI THUBANAKERE
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SKILLS

- Business case analysis
- Project Management
- Supply Chain Analysis
- Go To Market Strategy
- Customer Response Analysis
- Business management
- Strategic change
- Category Analysis
- Product Management
- Competitor Response Analysis
- Customer relationships
- Team Leading
- Pricing Analysis
- Supplier management
- Quality planning & management

EDUCATION

WASHINGTON UNIVERSITY, OLIN BUSINESS SCHOOL

St. Louis, MO

Master of Business Administration, May 2008

2006 – 2008

- Concentration in Strategy and General Management
- Vice President of Olin Strategy and Consulting Association
- Awarded merit-based O’Neill Scholarship

UNIVERSITY OF AGRICULTURAL SCIENCES

Bangalore, India

Bachelor of Science in Agriculture, October 1997

1993-1997

- Ranked in top 10% of graduating class, graduated with First Class Honors
- Captain of University Shuttle Badminton Team

EXPERIENCE

VI-JON LABARATORIES/BERKSHIRE PARTNERS

St. Louis, MO

One of the leading private label manufacturer of Health & Beauty care products in the US

Summer 2007

Strategic Planning Intern

- Identified new product opportunities by analyzing panel data and customer analysis. Projected growth and channel penetration levels for private label consumer goods
- Developed engagement strategy for underserved price and product points in the Skin, Oral and Baby care markets, in collaboration with VP, Marketing (Vi-Jon) and VP, Product Services Group (Berkshire partners)
- Presented strategic plan and recommendations to senior management team, plan included market/category analysis, competitive landscape profile, growth opportunities and product launch strategies

MONSANTO

St. Louis, MO

World’s foremost Agricultural Biotechnology company

Spring 2007

Strategy Lead: Management Practicum Project

- Presented model to improve revenues by 150 K \$/ unit after analyzing go to market strategy
- Developed metrics for sales force readiness, product knowledge and value delivered by Monsanto products and synchronized market approach of Monsanto with that of their distributors
- Presented Strategic plan to VP (operations) and senior managers, suggestions for channel optimization, IT strategy and product mix was well received and was aligned with plans of the management team

SILVER SOFTWARE SYSTEMS

Wiltshire, UK

Britain’s fastest growing technology consulting firm providing solutions to global clients

1999-2006

Senior Consultant

2003-2006

- Developed strategic plan for Silver Software’s diversification into Telecommunications and Medical Devices domain
- Led a cross cultural 30-member team across India, Spain and UK on a £ 3 M auto pilot system for **Spanish Railways** (Renfe)
- Improved auto pilot system’s project schedule to reduce costs by £ 300,000 resulting in renewal of sole supplier status
- Executed organizational gap analysis to optimize processes to achieve CMMI Level 4 (TQM) certification

Team Lead

2001-2003

- Led a 20-member team across India, France & the UK on the 5M \$ Landing gear system for **Airbus Industries A-380** program.
- Developed off shoring workflow processes to reduce in company operational costs by \$2.5 million

Software Consultant

1999-2001

- Recommended outsourcing proposal which helped Silver Software win project worth \$ 1.5 M on the **Boeing 747** project

CHENNU FARMS

Estate including fruit orchards and coconut plantation

Bangalore, India

1998-1999

Business Owner

- Identified new opportunities to expand business which increased profitability by 20%
- Modified irrigation practices and planting techniques to reduce expenditure by 25% and improve productivity by 15 %

TECHNICAL PROFICIENCIES

Domains : , Technology Services, Transport, Agribusiness, Health & Beauty Care

Quality Systems : ISO-9001-2000, CMMI(Total Quality Management)

Training: Internal Auditing, ISO, CMMI

OTHER DATA

Community Terry Fox Cancer foundation, British Heart Foundation and Relay for life

Interests Hiking, Reading, Hash House Harriers (running club), Traveling

GMAT 680 Verbal: 39, Quantitative: 44