

## **Rakesh Botadkar**

### **OPERATIONS DIRECTOR/BUSINESS CONSULTANT (CODE: 1121)**

+919821 567 577 | [rakesh.botadkar@gmail.com](mailto:rakesh.botadkar@gmail.com) | <https://www.linkedin.com/in/rakesh1418>

#### **PROFESSIONAL SUMMARY**

Dedicated Entrepreneur- Ex-CEO of a Unique Consumer Goods manufacturing company (Bobby Pins/Hair Pins) for 20 years.

Seeking a Mid/Senior Level Managerial Role in Operations/Supply Chain/Business Consultancy.

Will harness my Entrepreneurial, Problem Solving, Analytical skills for Long term sustainable growth of Corporation/Enterprise, whilst keeping People first. A Flat structure believer.

#### **KEY SKILLS**

- Proficient with MS EXCEL and GOOGLE SHEETS. (DataViz API).
- UpSkilling myself with Programming and Visualisation tools: VLOOKUP, R, SQL, Tableau.

#### **WORK HISTORY**

##### **Saiman Industrial Corporation – Mumbai, India**

**07/2015 – 07/2022**

##### **Business Consultant**

- Recently Concluded Profitable Merger of Local/Overseas businesses with INDUSTRY competitor, resulting in synergies and higher growth potential.
- Responsible for complete Operations of 2 locations from Procurement/Purchase to executing local despatch/export sales consignments of customers.
- Used Predictive Analysis to identify new trends, gaps and GTM opportunities for key Trademark Brands, achieving minimum 10% YOY growth in sales/profits.
- Kept Debtor days under 30 days, best in industry, due to 'Brand strength'.
- Developed WIP/Finished Goods/Sales Dashboards for Sr. Management to highlight KPI's. These helped to manage stocks of certain Sku's, pre-empting demand spikes of products.

##### **Saiman Exports – Mumbai, India**

**05/1996 – 06/2015**

##### **Business Operations Manager**

- Achieved 'Potential Supplier' status from a pool of 150 companies for a Multi-Million \$ contract/ deal in late 1990's.
- Lead entire Project Team to setup largest Production Company in Private Label Hair-Care industry (75 tonnes/ Year) in early 2000's.
- Reduced Process time by 25% by identifying and implementing a more productive and efficient method across Factory Shifts.
- Created deep relationships and domain knowledge through meetings with key industry stakeholders in India, U.K., Germany, Spain, Switzerland and Italy through Trade Shows like CosmoProf.
- Won long term contracts with 2 large accounts (UK Industry Specialists) to add 50% to company revenues.

#### **EDUCATION**

##### **Nottingham Trent Business School - Southampton, U.K.**

**09/2000 – 11/2001**

PG-DBM: Business Studies with Operations

##### **Mumbai University - Mumbai, India**

**1995**

Bachelor of Commerce: Business + Finance

#### **CERTIFICATIONS**

Pursuing Certification of PMI- PMP with AGILE.

Pursuing BI Course Certification- provided by IIM Rohtak (India).

Pursuing Google Data Analytics Professional Certificate with Capstone Project.