

RAKESH BOTADKAR

• +919821567577 • rakesh.botadkar@gmail.com • <https://www.linkedin.com/in/rakesh1418>

BUSINESS ANALYST/ BUSINESS OPERATIONS MANAGER- Code:1121

PROFESSIONAL SUMMARY

'A' Player with Servant Leadership qualities who knows how to achieve organisational success without compromising human values.

Operations Director (Ex-Ceo) of a Niche Consumer Goods (Hair-Care) (Non-Food) manufacturing company for 20 years, with strong Business Analytics/ Analysis skills.

Critical Thinker, driven about solving Industry problems, crafting and executing on KPI using strategy based initiatives.

Looking to transition to a Mid/Senior Level Managerial role in an enterprise to harness my skills and experience.

KEY SKILLS

- Intermediate level in MS EXCEL and GOOGLE SHEETS. (DataViz API).
- Getting myself updated with the latest and current BI skills like R, SQL, Tableau.

CAREER ACHIEVEMENTS

- Recently concluded a very lucrative exit route for a majority stake sale of our Local and Overseas business resulting in a multi-million £ windfall gain for Management.
- Was recognized as a 'Potential Supplier' in the late 1990's by the largest company (USA) of the Industry for a Multi-Million \$ deal, by asking Management to adopt Lean Manufacturing processes, techniques.
- Successfully negotiated to buy out the 50% stake of a partner at an early stage of our company to become owner, CEO of the company at 21.

WORK HISTORY

Business Consultant

07/2015 – 07/2022

Saiman Industrial Corporation – Mumbai, India

- Using BI skills for Market research, Created and Maintained market dominant position for the last 7 years, whilst achieving minimum 12-14% YOY growth.
- Initiated and successfully delivered a radical 'last mile delivery' sales model to Customers, during Covid-19 Without Any Pay-Cuts for 250 Managers/Staff/Workers (direct and indirect).
- Created Fully Bespoke Wages/Expense and Receivables/Sales Reports using Google DataViz API. Near Zero Downtime for data verification.

Business Operations Director

01/2002 – 06/2015

Saiman Exports – Mumbai, India

- Lead company to become largest Production Company in industry, running 100% automated manufacturing operations of the factory plant- (75 tonnes PM) in the early 2000's.
- Remain industry relevant to identify new trends, gaps and opportunities, Visiting Trade Shows (CosmoProf).
- Averted a major crisis situation of losing a large EU customer, by 'hand-holding' negotiations, Retained customer for the long term.

Import Export Specialist

06/1996 – 07/2000

Saiman Exports – Mumbai, India

- Won and Closed multiple large account deals (UK Industry Specialists) to add 50% sales to our company revenues, over the long term.

Operations Assistant

05/1993 – 05/1996

Saiman Manufacturing Company – Mumbai, India

- Reduced Costs by 14% by identifying inefficiencies and bottlenecks in production, operational activities across Factory Shifts.

EDUCATION

PGDBM: Business Studies with Operations

09/2000-11/2001

Nottingham Trent Business School - Southampton, U.K.

Final Research Project based on Internet Based E-Commerce for Small and Medium Enterprises- Not Submitted

B. Com : Business + Finance, 1995

Mumbai University - Mumbai, India

CERTIFICATIONS

- Pursuing Certification of PMI- PMP with AGILE
- Pursuing BI Course Certification- provided by IIM Rohtak (India)
- PG Diploma in Export Markets.