MANOJ KUMAR

Digital Transformation, Analytics & Data Science Leader

Natural Resources, Mining and Cement

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SUMMARY

- Holds deep domain knowledge in Cement manufacturing, mining (Coal, Iron), other natural resources and metal domains across geographies.
- Experienced leader with over 21 years in technology, data science, analytics, cloud computing, IoT, AI/ML, and business strategy across industries. Seasoned in orchestrating and participating in Digital Business Ecosystems.
- Proven track record in conducting due diligence, designing and delivery of sustainable future state digital transformation programs to meet business goals, stakeholder management & consulting.
- Experienced in achieving strategic objectives, laid down by the organization, by leveraging cutting-edge technologies, data science, business analytics, and data governance.
- Proven track record in improving decision making systems within business functions through implementation of measures using digital interventions, transformation and change management by linking these to business outcomes and governance structure.
- Proven track record in setting up the function from sctrach, building high performing lean teams, mentoring, retaining and developing talent.

EDUCATION

IIIT Bangalore, India

Master's Degree (PG Diploma) in AI/ML
2021 – 2022

The Johns Hopkins University, USA

Data Science Certification (Coursera.org)
2015 – 2016

IIT Delhi, India

Summer Research Fellow
2014 (April - July)

ICFAI University (IBS Hyderabad), India

Executive Master of Business Administration
2008 - 2009

IIT (ISM) Dhanbad, India

Bachelor's Degree (B.Tech.) in Mining & Machinery
1997 - 2001

COMPETENCIES

- Leadership
- Data Strategy
- Data Science
- Business Analytics
- Technical Expertise
- Outcomes Focused
- Innovation Mindset
- Value Engineering
- Change Management
- Team Building
- Team Management
- Stakeholders Management
- Due Diligence
- Advocating Digital Initiatives
- Business Strategy
- A.I. & Machine Learning

AFFILIATION

- Member of Analytics and INFORMS.org (ID # 1936993)
- Member of IIBA.org (ID # 419493)

INTERESTS

- Photography and Travel
- Emerging Technologies and their applications in natural resources, engineering and manufacturing

PROFESSIONAL EXPERIENCE

AGM (Lead) - Data Science, AI and Analytics
ADANI NATURAL RESOURCES | May 2021 - Present

- Leading data science, analytics, AI & digital transformation initiatives.
- Set up the business analytics and data science function from scratch and built 15 strong team within 2 years, achieved 90% retention of people
- Identifying gaps & opportunities, built roadmaps for 10 years of analytics, developed vendor echo system for analytics
- Identifying and reinventing value chains, set up analytics governance mechanism, built and deployed digital transformation projects

Sr. Manager - Data Science & AI Strategist
EXL SERVICES INDIA PVT LTD | May 2019 - May 2021

- Headed department for digital transformation & AI interventions.
- Led development of products for CX, office automation & CRM.
- Led collaborations with multi cross functional product, teams, champions and stakeholders.
- Conducted digital transformation related multiple due diligence for various clients of EXL in USA, Australia and Europe.
- Revenue target achieved – $15M+

Manager - Business Analytics, DS & ML
GENPACT INDIA PVT LTD | Jul 2017 - May 2019

- Orchestrated & Participated in Digital Business Ecosystems at IRi and Walmart, Reported to CoE head in USA.
- Led the development of product ProScore Model (intellectual property) that helped in identification of right customers to target for sales uplift at Walmart stores in USA using big data.
- Led a team of 20 experienced professionals with cumulative experiences of over 100 years.
- Spearheaded in development of multiple statistical packages.

Data Scientist & Subject Matter Expert (Mining)
CYIENT INSIGHTS PVT LTD | Jan 2015 - Jun 2017

- Led multiple teams on various value projects for global 500 organization such as Rio Tinto, Philips, Siemens, Boeing, Pratt and Whitney, Bombardier etc.
- Worked on 40-odds data-driven decision-making support system across these organization, using data science and machine learning.
- Traveled to Europe to work on various data science projects on site.

CERTIFICATIONS

- Framework for Data Collection and Analysis (Online)
  University of Maryland
- Business Metrics for Data-Driven Companies
  University of Washington
- Practical Predictive Analytics: Models and Methods
  University of Washington
- People Analytics, Accounting Analytics, Operations
  Analytics
  University of Pennsylvania
- Case studies in business analytics with ACCENTURE
  ESSEC Business School

INTERNSHIPS

- Completed about total 8 months on various internships in Coal (UG/OC), Iron, Uranium, Steel, Aluminum within India between May 1998 and Jul 2000.
- Learned and experienced about various productions and operations in underground as well as opencast mines.
- Learned about heavy earth moving machinery (HEMMs), their operations, preventive maintenance, and breakdown maintenance.
- Received best intern recognition at NMDC Ltd (Bailadila Iron Ore Project)

AWARDS/RECOGNITION

- Promoted to Associate General Manager within the first year of association (in fact 11 months), which is a rare feat at Adani Group.
- Selected by business leaders to under go Korn Ferry 4D training program. Certified as KF4D professional at Adani.
- Recognized for successfully building AI / ML Driven Product DIVA at EXL that projected revenue of over US $20M
- Recognized as a youngest member of committee for energy conservation for establishing condition-based monitoring system for all the equipment at Zuari Cement Ltd

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Senior Engineer (Cement Manufacturing)
ZUARI CEMENT (ITALCEMENTI) | Jun 2001 - Jun 2005

- Through campus placement, I was selected to join as Graduate Engineer Trainee in Mining Department, at Yerraguntla, Kadapa, AP, India. I joined the group on Jun 27th, 2001.
- Worked in various functions such as mining, maintenance, procurement, inventory management and stores operations, logistics (rail and road).
- Played a pivotal role in implementation of ERP (SAP Material Management and Plant Maintenance) modules.
- Led a team of 4 members and established Fuel Management System as well as Conditions Based Monitoring System across the mathematical and electrical machines (both, rotary and stationary) as well as for Heavy Earth Moving Machines (HEMMs) in mines.

PROFESSIONAL EXPERIENCE Continued..

Consultant and Project Manager (Mining Business)
KANWAR ENTERPRISES PVT LTD | Jul 2014 - Dec 2014

- Led a team to support Delhi Metro Rail Company (DMRC) Ltd in their one of the underground tunneling projects to remove earth and stones using controlled mine-blasting.
- Also led another team for ticketing optimization pilot project at DMRC.
- Led a team for optimizing blasting methods at one of its MNC mining company. Used TECOP & VUCA methodologies.

R&D, Professor (Management & Business Analytics)
LPU, IBA & VUC | Aug 2009 - Mar 2014

Joined **LPU, Jalandhar, Punjab, India** as Asst Professor (Management).
- Worked from Aug 2008 – Dec 2009.
- Researched on various statistical modelling, machine learning techniques and algorithms.
- Taught Operations Management, Project Management, Operations Research and Project Financing subjects.

Joined **IBA, Greater Noida, UP, India** as Asst Professor of Operations Management and Business Analytics.
- Worked from Jul 2011 – July 2013.
- Build and established statistical analysis labs for MBA students.
- Published research papers and business case studies in various journals and attended/presented conferences in the Data Science / Machine learning / Bsuiness Analytics space.
- Taught Operations Management, Project Management, Operations Research and Project Financing subjects.

Joined **VUC, Rangoon, Myanmar** as Head of Department (Management) and Advisor to Chairman.
- Worked from Aug 2013 – Mar 2014.
- Build framework for running BTEC UK courses at VUC, spearheaded for various approvals from UK Government for running these courses.
- Build and established statistical analysis labs and developed teams for consulting in Marketing and HR analytics to support startup programs for students.
- Helped the university in gaining 10% more, as compared to previous year's, intakes (students) in various courses.

Founding Member of a Start Up
M3 CONSULTING PVT LTD | Mar 2006 - Jun 2007

- Entrepreneurship in consulting business (Start-up) at Aligarh UP
- The goal of this business was to provide I.T. consulting to mining, cement and tyre manufacturing companies.
- Despite our best efforts and extensive outreach, we were unable to secure the necessary funding to launch our startup (specifically for ERP development and sales) at this time.
- Due to lack of funding, our startup was not successful and was closed.

Plant Engineer (Coal Mining Projects)
PT THIESS CONTRACTOR INDONESIA | Jul 2005 - Feb 2006

- Joined Thiess Contractor Indonesia (a contractor for PT Bumi) at Jakarta, Indonesia in Jul 2005.
- It was my first work experience in abroad (outside India).
- Joined as Plant Engineer in Planning and Engineering Support function. Was initial based at Jakarta, and later was shifted to Balikpappan.
- Supported for engineering, maintenance of HEMMs and logistics for the Coal Business of Thiess in Indonesia.
- Led a team for tyre inventory auditing and reporting, "EnTyre" Module implementation (in JD Edwards ERP system) to monitor and manage tyre inventory for moving HEMMs across Australia and Indonesia.