

Ashwini H. Pathode

PROCUREMENT PORTFOLIO & DELIVERY LEAD

Master of Business Administration (MBA) | Indian Institute of Management (IIM) Udaipur

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PROFESSIONAL SUMMARY

Procurement & Operations Transformation professional with 5+ years of experience delivering cost optimization and spend efficiency across direct and indirect categories. Proven track record of Rs.1+ Cr savings through sourcing analytics, process redesign, Lean deployment and SAP-enabled controls. Experienced in KPI-led procurement diagnostics, operating model improvement, compliance alignment and cross-functional stakeholder management. MBA (IIM Udaipur) with exposure to digital procurement, Industry 4.0 and GenAI-led transformation. Directly aligned to this role through procurement, cross-functional, process.

PROFESSIONAL EXPERIENCE

● Private Banking Manager

ICICI Bank

India · June 2025 - Present

- Managed a Rs.140M (~\$1.7M) HNI portfolio, improving AUM, client retention, turnaround time and compliance through structured portfolio and process analysis.
- Grew AUM by Rs.110M by delivering analytics-led investment insights built on Power BI dashboards and CRM data.
- Improved compliance posture and reduced turnaround time by re-engineering high-value transaction workflows and strengthening AML controls.
- Partnered with credit, operations and compliance stakeholders to standardise client onboarding SOPs and eliminate rework.
- Ran portfolio risk assessments and behavioural analytics that lifted client retention by 15%.

CORE COMPETENCIES

Strategic Sourcing & Procurement

Spend Analytics & Cost Optimization

Continuous Improvement & Lean Six Sigma

Process Excellence & Operating Model

Business / Strategy & Operations Analytics

Workflow Automation & Digital Transformation

SAP & Enterprise Systems

Program & Project Management

Wealth / Portfolio Management & Financial Services

Compliance, Risk & Controls

Cross-Functional

Design

TECHNICAL SKILLS

Procurement & Spend

Strategic Sourcing, Direct & Indirect Spend Optimization, Spend Analytics, Cost Diagnostics, Supplier Performance Management, Procurement KPI Design, Contract & Negotiation Support, Category Management

● Executive - Continuous Improvement / Operations

Bunge India Pvt Ltd

Kandla, India · July 2019 - June 2022

- Generated Rs.7.2M (Rs.35.5 lakh+ p.a. run-rate) incremental revenue through targeted process optimisation projects aligned to cross-functional business priorities.
- Delivered Rs.20M (~\$240K) annualised cost savings across direct spend (raw materials, utilities) and indirect spend (maintenance, manpower, consumables) via structured cost diagnostics and sourcing efficiency initiatives.
- Designed plant-level procurement KPIs (Cost per MT, Labour Productivity, Maintenance Spend %) aligned with finance and procurement governance.
- Drove the Bunge Productivity System across nine pillars (Safety, Quality, CI, Asset Care, Sustainability), embedding best practice through standardised SOPs.
- Collaborated with global teams (Bunge Barcelona, Spain) on KPI digitisation and an Industry 4.0 asset framework, enabling real-time visibility via SAP and Power BI.

● US Technical Recruiter (Internship)

Info Origin Inc

Remote · Feb 2023 - May 2023

- Sourced, screened and assessed US-based technical candidates using multi-channel recruitment tooling, building a pipeline of 248+ qualified profiles.

SELECTED ACHIEVEMENTS

- First Runner-up, Accenture Strategy Challenge - designed a GenAI transformation strategy for global FMCG clients.
- Senator, IIMU Student Affairs - strengthened alumni engagement and committee policy alignment.
- Representative, A4 IIMU - selected from 225 applicants across 8 evaluation rounds; liaison to 2,200+ alumni.

Process & Transformation

Lean Six Sigma (Green Belt), Kaizen, 5S, DMAIC, OEE Improvement, Value Stream Mapping, Root Cause Analysis (5-Why, Fishbone), SOP Standardization, Target Operating Model, Change Management

Analytics & Tech

Power BI, Tableau, Advanced Excel, SQL (working), SAP (MM/PM, Asset Care, Maintenance Task Lists), CRM, Jira, Data Visualization, KPI Dashboarding

Domain

Wealth & Portfolio Analytics, AML/ KYC Controls, ISO 14001 EMS, Industry 4.0, AI/GenAI-led Transformation, Manufacturing & FMCG Operations

EDUCATION

Master of Business

Administration (MBA)

Indian Institute of Management (IIM) Udaipur

2023 - 2025

B.Tech, Chemical Technology

Laxminarayan Institute of Technology (LIT), Nagpur

2015 - 2019

CERTIFICATIONS

- Lean Six Sigma Green Belt
- SAP Certified Associate
- NISM - Portfolio Management
- Power BI & Tableau - Visualization and Data Analytics
- Project Management - Scrum Master & Agile (Jira)
- AI / GenAI Business Strategy
- Data Science & Data Analytics (Foundation)
- Salesforce (Foundation)
- Train the Trainer Level 1 - Gakshu Consulting
- FOSTAC & Allergen Management - Food Safety, SGS India