

ASHISH AGRAWAL

Manager - Norms and Regulations | Michelin

+8 years of excellence in streamlining product development and regulatory activities within the organizations and engaging influential stakeholders across multiple initiatives to deliver tangible results



□ PROFILE SYNOPSIS

Operations Efficiency & Capabilities

- Skilled at performing root-cause analysis to improve the key service metrics, reduce forecast errors, improve supplier performance, and share the output with stakeholders
- Able to target high-impact tactical program alternatives and recommendations that meet strategic, communication, volume, and budgetary objectives.
- Lean with continuous process improvements any opportunities arise and proficient in strengthening processes and policies, leveraging systems whilst monitoring KPIs
- Investigates short-pick or outbound discrepancies to strategize corrective actions and optimizes functional performance to achieve a high level of output productivity
- An efficient communicator with the capability to liaise with external government partners to assure program delivery against strategic objectives

Impacts:

- ✓ Piloted local competency plan to save **200M Euros** SG&A expenditure as part of SIMPLY global initiative
- ✓ Leveraged product specifications digital solution to augment industrial process efficacy to **98%** as well as achieved **25%** end-user response time after deploying product testing package and **100%** adoption rate in APAC
- ✓ Reduced person hours by **65%** and Millions of Euros by efficiently working on in-house design tool (TireRef) to manage referential for product definition
- ✓ Spearheading certification workflow solution (CROW V2) deployment to align policy strategy and business strategy using **SWOT matrix**.
- ✓ Ensured global sales portfolio (**600** SKUs) compliance with new policies and regulations updates for **zero** volume impact in Europe (UNECE), Gulf countries (GSO) and Asia Pacific

Team Leadership & Management

- ✓ Finds practical and simple solutions to complex public policy problems while remaining intrinsic to the core functionality
- ✓ Ability to utilize exceptional problem-solving, and communication skills to influence government and business stakeholders to handle escalation
- ✓ Provides day-to-day support during the rollout/implementation of newer systems/policies and gathers feedback

Technical Purview: SQL, JIRA, MS Office Suite

□ PROFESSIONAL EXPERIENCE

Assistant Manager (R&D) at Michelin India, Pune Jul. 2018 – Present

- Liaising with regional leadership as a technical response manager regarding risk and compliance issues on the company's behalf as part of escalation management.
- Partnering with client's cross-functional team to align with technical requirements and other important milestones that streamlines product launch or maintenance
- Delivering cost-effective solutions that optimize performance and maximize revenue
- Spearheading opportunities to drive the performance of the team, raise awareness of the services offered and contribute to results

Engineer (R&D) at Michelin India, Pune Jul. 2015 – Jun. 2018

- Advised multifunctional stakeholders on design compliance and spearheaded end-to-end project lifecycle ranging from consensus building to status reporting.
- Provided business support to mitigate risks, policy interpretation and actively communicated project updates to internal stakeholders for better trust and safety
- Envisioned strategies to drive process improvements with the external vendor team and helped them achieved a 90% CSAT score
- Documented reports of the policy decisions and ensured 100% regulatory product compliance during quality audits. **Impact:** observed 0 recalls during the entire tenure
- Leveraged the knowledge of regression analysis to frame solutions with data to ascertain performance devices for market deployment.

□ CONTACT DETAILS

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Location: **Pune, India**

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□ CORE COMPETENCIES

- Product Management
- Policy Evaluation
- Risk Management
- Operations Management
- Regulatory Compliance
- Project Planning & Execution
- Team Management & Development
- SLAs Improvement
- Process Improvement & Standardization

□ ACADEMIC CREDENTIALS

2015

Bachelor of Technology (B. Tech) in Industrial and Production Engineering from Manipal Institute of Technology, KA, IN 8.56 CGPA

2011

12TH Grade from K.M. Agrawal College, MH, IN 78.17%

2009

10th Grade from St. Mary's High School, MH, IN 92.30%

Training & Certification

- Product management Online Executive Certification Program – ISB || 2022
- Microsoft Office Excel 2016 Expert Certificate – Microsoft || 2021
- Statistical Business Analyst, Regression & Modeling – SAS || 2017

Academic Achievements:

- Presented "extracting hydrogen from confectionery waste using bacteria culture"
Michelin Challenge, China, 2014
- Research paper "Lean Management" (how to work smarter in small space systems) in the IOSR Journal and presented at a national conference, **ICAET, Nagpur, 2014**