

Krutika Parmar

Looking for roles that address an organization's sustainability and climate change risk and contribute towards achieving carbon neutrality, carbon net zero and sustainability goals.

CERTIFICATIONS

SCR (Sustainability and Climate Risk), GARP

CPSM (Certified Professional in Supply Management), ISM

CPIM-I (Module: Basics of Supply Chain Management), ASCM

Tableau ([Fundamentals](#), [Intermediate](#), [Advanced](#))



AWARDS RECEIVED

'**Delivering the Promise**' for Cost Improvement assessment for procurement.

'**Team Star**' for successfully delivering analytics solutions.

'**Intensity to Win**' for timely deployment of ETRM product.



EDUCATION

Master of Business Administration
[PDEU](#), Gandhinagar (2012-14)

Bachelor of Engineering (Electrical)
[LDCE](#), Gujarat University (2005-09)



PERSONAL CONTACT

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PROFILE OVERVIEW

Professional with over 11 years of diverse experience in Risk Management, Strategic Sourcing, Business Transformation and Data Analytics. Furthermore, I have acquired skills necessary to function effectively as a sustainability and climate change specialist.

With an academic and professional background in the Energy and Financial Services industries, I bring along a strong understanding of the drivers that work against and the mechanisms that contribute towards achieving [The Paris Agreement](#) targets and the [UN SDGs](#).

Transferable skills: Stakeholder management, change management, business analysis, market research, data visualization

Tools known: Tableau, Advanced Excel, Jira, Confluence, Miro, SAP Signavio, Salesforce CRM, MS Office, G-Suite



WORK EXPERIENCE

Business Analyst, Global Project Management Office (PMO)

[Red Hat](#) | *Remote, Apr'22 – Present*

- **OKR:** Improve customer adoption, consumption, and expansion of consulting products and services by focusing on how we deliver, thereby positively impacting the Annual Recurring Revenue (ARR)
- Implement policies that facilitate effective and efficient sale and delivery of consulting services
- Led and established portfolio KPI measures that facilitated tracking over 2,000 engagements and also benchmarking internally a key service KPI (Customer Time-to-Value)



WORK EXPERIENCE *(past)*

Lead Manager – [HSBC](#) | *Hybrid (Bengaluru), Aug'16 – Apr'22*

During my stint at HSBC, I have worked in below three different roles –

Procurement Analytics, Aug'16 – Oct'19

- **Cost Improvement:** Instrumental in identification of USD 500M strategic sourcing savings pipeline
- **Strategic Sourcing:** Supported Category Managers (CM) with spend analysis; provide category intelligence, model Total Cost of Ownership, negotiation levers; evaluate RFPs and supplier selection recommendations
- **Analytics:** Hands-on delivered 75+ descriptive and diagnostic analyses using MS Excel and Tableau

Product Management, Nov'19 – May'21

- Led cross-functional teams to deliver on product roadmap for 3000+ end users ensuring regulatory compliance; conduct regular change boards to prioritize product backlog to optimize benefits realization

Business Transformation, Jun'21 – Apr'22

- **Drive Self-Service BI adoption and data literacy:** Successfully transitioned 50+ manually compiled KPIs in to a few scalable Qlik Sense Business Intelligence (BI) tools; this involved requirements elicitation, conduct gap/impact assessments, solicit decisions, drive execution, communication and change management



WORK EXPERIENCE *(past)*

Associate Consultant, Energy Trading and Risk Management (ETRM) – Wipro | *Bengaluru, Jun'15 – Jul'16*

Clients: Cargill, Shell, E.ON Energy

- Business analysis for energy trading apps (involves buying/selling, logistics, scheduling, risk management)
- Requirements gathering, business process documentation, technical resource estimation, handle RFPs

Senior Research Analyst, Procurement Intelligence – Beroe Inc. | *Chennai, May'14 – May'15*

Category: Crude oil derivatives (diesel, gasoline, base oil, etc.) and electricity market

Clients: UPM Energy, BASF, P & G, J & J, Corning, AGA, Holcim, O-I Glass and more

- Analyze supply market, demand, cost and price drivers, market trends and outlook, best practices to produce insights for best or low cost sourcing, make v. buy, alternate sourcing, supply base rationalization, should-cost analysis, negotiation levers, supplier evaluation, competitive analysis and impact determination
- Develop cost structure/models; monitor category, cost movements and supply chain
- Thought Leadership: Published [Article](#) on 'Changing Landscape in Base Oil Market'

Projects Management Engineer – Tata Power | *Mumbai, Jul'09 – Jul'11*

- Carried out planning and execution for 20+ capital expenditure projects to expand power distribution network spanning electrical sub-stations and high tension cable network
- Project planning, materials management, job safety analysis, MI reporting and secure government approvals
- Collaborate with design, maintenance, civil, electrical testing, metering and billing departments



MBA INTERNSHIP

Bharat Petroleum | *Ahmedabad, Apr'13 – May'13*

Project: Address the challenge of low product differentiation and low customer loyalty in Old City area of Ahmedabad

Outcome: Based on primary market research recommended and formulated repositioning strategy for filling stations to adopt service-centric strategies rather than only product-centric strategies.



SOCIAL PROJECTS *(for Dr. Mallika Sarabhai's non-governmental organization Darpana)*

Darpana Communications | *Ahmedabad, Apr'12 – Jun'12*

Prepared a donor impact report on Behaviour Change Communication (BCC) projects funded by UNICEF, USAID, GOI, and others to foster visibility among stake holders and raise public profile.

Darpana for Change | *Ahmedabad, Apr'12 – Jun'12*

Streamlined operations and prepared a fund raising prospectus as part of donor cultivation.