

Neha Kharangate

26 | Female

+91 9923923435 | kharangateneha@gmail.com

PGDM | B.E (Electronics and Telecommunication)



Professional Experience

Total Experience: 02 years 05 Months

1. Assistant Manager, Tata Advanced Systems Limited

July 2020- Present

- **Program Manager** for GE LEAP II & CLTA 21 programs at **TASL, Center of Excellence for Aero Engine**.
- Responsible for **planning and scheduling** the project timelines and milestones and tracking the progress of the program
- Reviewed Finances, manpower, Supply Chain Management, and other support function related data to ensure the **budget and control parameters are within budget** over period.
- Provided regular program updates for board review and top management review.
- Conducted Program Management Review (PMR) on a quarterly basis to **identify risks and mitigate the risks**.
- Ensured flow down of program related technical and contractual data from customer and Business Development such as **Scope of Work, Quality Plan/Quality requirements, Purchase terms & Agreements** to all stakeholders and provided the feedback to the customer.
- Ensured supplier relationship was developed through continuous feedback and engagement mechanism.
- Worked closely with the Quality, Engineering and Production team to ensure **deliverable quality rating** is above 98%
- Developed comprehensive monitoring of **risks, issues, dependencies, contingency plans**, available resource plan to remove any roadblocks resulting in **99% of milestones achieved on time**.
- Ensured **on-time delivery of 100% of program deliverables** while meeting all the contractual and deliverables commitments, ensuring execution in line with company's strategic vision thereby **increasing the revenues in FY 21-22 (YTD) by 160%** as compared to previous FY.

2. Assistant Manager, Apna Formula Coaching Classes

Jan 2017 – Mar 2018

- Played a key role in **Sales and Operations Planning (S & OP)** for 6 cities in the state of Goa.
- **Led a team of 10+ interns** to meet the sales target set by the organization **on B2C platforms, conducted training session** to the **campus ambassadors** and used software application like **Hubspot CRM** to manage and track all interactions with the customers.
- Devised various target marketing strategies for **lead generation, customer acquisition** and converting deals for customers in Tier I and Tier II colleges of India and worked specifically on a project for Market Expansion in Goa region
- Generated sales revenue of Rs. 2 lacs during the project, converted 45 deals at 9% conversion rate

Summer Internship Project

Total Experience :02 Months

Area Manager Trainee Intern, ITC Limited

Apr 2019 – May 2019

- Worked with the **Trade Marketing and Distribution Department** of the company as a **Market Research and Sales Intern**
- Worked on **increasing the visibility** of B Natural Juice in the areas of Pune Branch consisting of Goa and Maharashtra
- Performed a **pilot test** in the Goa Market to improve the visibility by using an existing application of the company for the Area Executives and salesmen.
- Recommended the required changes, improvements, and limitations of the application as per on-the-field conditions and usage of the application by the stakeholders

Academic Achievements

Year	Degree	Board / University	Percentage/CGPA
2018-2020	PGDM	Goa Institute of Management	4.3/8
2016	B. E (Electronics and Telecommunication)	Goa University	80.67
2012	HSC	Goa State Board	77.00
2010	SSC	Goa State Board	90.33

Select Academic Work

Projects	• Marketing Research Project – worked on the topic 'Factors affecting the Buying Behavior of Online Customers'; used multiple quantitative and qualitative methods to analyse the behavioural model of the given problem on and around the Campus (Jun 2019 – Aug 2019) • GiveGoa, a CSR initiative of GIM – Worked on a project under the Swachh Bharat Abhiyan initiative of the government to spread awareness among the school students and the locals; and to organize cleanliness drives across commercial beaches of Goa (Aug 2018 – Mar 2019) • Major Project, PCCE – Worked on a Positional Tracking Device, 'TagU' which can be used to track the location using a BLE module; developed a prototype for the same (Jun 2015 - May 2016) • Minor Project, PCCE – developed an RFID based Security System using RFID module interfaced with ATmega16; worked in the designing part of the system (Jun 2013 – Aug 2013)
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Positions of Responsibility

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- **Member of Students Advisory Council** at GIM – bridging the gap between the management and the student bodies by acting as the official communication channel of the institute. Resolving conflicts between the different Clubs and organizing major events in the college (2018 – 2020)

Extra-curricular Activities

- Participated in Street Theatre Workshop and performed on Independence Day at GIM (2018)
 - Member of Core Committee that organized “Mithya 2k16” (2016)
 - Member of the Organizing team for “Techyon 2k15” (2015)
 - Coordinator for internship program/ workshop for students on “PCB Prototyping and AVR Programming” (2015)
 - Interest: Writing poetry, Drawing
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