

# Aditya Kumar

## Sr. Trading & Supply Analyst

Excellent communication & presentation skills. Experienced in big data analytics & product management. Recognised for creativity and entrepreneurial approach. Well-versed with engaging stakeholders at all levels from different cultural backgrounds.

## Recent recognitions

Special Recognition Performance Bonus  
Vice President's Award

## Strengths



Data Analytics



Business Analysis



Stakeholder Management



Versatile

## Skills & Expertise

Data Analytics & Engineering

Linear programming

Designing & Presentation

Product Management

## Interests



Technology Enthusiast



Photography



Designing



Hiking & Biking

## Contact

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## Education

### MBA, Manchester Business School, UK

September 2011 - March 2013

- Academic project with Siemens Magnet Technologies in Oxford, UK to identify key aspects governing the B2B communication strategy in a monopoly market
- President of the Business Technology Club

### Bachelor of Engineering in IT, University of Mumbai, India

August 2004 - May 2008

- Thesis on Hand Gesture Recognition system using image processing in MATLAB
- Chairperson of the largest IEEE Student Chapter in Mumbai with over 300 members



## Work Experience

### Shell - Rotterdam, The Netherlands

December 2016 - Present

Senior Trading and Supply Analyst

- Supply Chain Optimization** - Lead the team that runs the linear programming model to optimise the \$2 billion supply portfolio in North West Europe for main fuel products
- Portfolio Steer** - Set mandates for deal makers, sales teams, logistics & refineries based on the model
- Business Development** - Assess & appraise assets for investment & divestment decisions
- Analytics Strategy** - Champion the advanced analytics strategy for the Trading and Supply business
- SWAT Team lead** - Lead & execute the projects allocated to SWAT teams to make quick and agile digital improvements in different parts of the business

### Shell - Rotterdam, The Netherlands

June 2015 - November 2016

Information and Insight Analyst

- Advanced Analytics** - Create reports & visualisations to communicate trends and patterns in the supply chain in Europe to optimise supply plans & contracts, with a value potential of £2 million a year
- Forecast Monitoring** - Designed reports to aide data-driven decisions by accurate and detailed tracking of volume trends against forecasts
- Quantitative Analytics for Hedging** - Analyse daily contract performance across North West Europe and provide analytics for daily hedging strategy to manage market exposure
- Technology** - TIBCO Spotfire, Power BI & Tableau for data visualisation & Alteryx for data engineering
- Certification** - "Tackling the Challenges of Big Data" MIT Professional Education Digital Programs

### Shell - Rijswijk, The Netherlands

January 2014 - May 2015

Business Analyst

- Business Analysis** - Spearheaded requirements gathering workshop in Bangalore, India
- Product Prototyping** - Built software prototypes to monitor and report metrics on CO2 emissions
- Data Analytics** - Lead analyst in a project to benchmark all capital projects as per industry standards

### GlaxoSmithKline - Brentford, UK

December 2012 - August 2013

Software Product Owner

- Project Management** - Worked with the IT team at GSK to develop a web based application to implement a Social Return on Investment financial model and qualitative framework
- Prototyping** - Designed a fully functioning prototype to demonstrate the product, in MS Excel (VBA)
- Design and Delivery** - Delivered a web application to be used by partner organisations in over 50 countries with focus on user experience & design to ensure uptake
- Product Launch** - Launched the product for 40 initiatives across 15 countries as part of the pilot

### Micro Focus - Newbury, UK

June 2012 - August 2012

Product Marketing Manager, Internship

- New Sales Channel Strategy** - Proposed a plan to launch a web based application store
- Product Design** - Developed wire frames ensuring feature parity with competitors
- Product Pricing** - Proposed a new subscription based pricing structure and an update to the business model based on Software as a Service (SaaS) delivery model to reduce cost of sales

### Compack Packaging Private Limited

July 2010 - August 2011

Associate Director

Managed a production unit with over 100 employees manufacturing 35 products for multi national FMCGs

### Tata Consultancy Services

June 2008 - June 2010

Software Developer, Banking Products

Developed and deployed mortgage modules for the core banking products