

Ganeshram Chandrasekaran

7 Years Overall Experience

A results driven professional bridging a background in technical consulting and supply chain with deep expertise in financial modelling, valuation, and forecasting. Demonstrated ability in leveraging data analysis and cross-functional team leadership to solve complex problems and deliver strategic solutions

Industry

- Manufacturing
- Oil & Gas

Functional Areas

- Supply Chain Management
- Stakeholder Management
- Technical Consulting
- Financial Analysis

Education

Indian Institute of Management, Indore

Masters of Business Administration

2025-26

SASTRA University

B Tech in Mechanical Engineering

2013-17

Certification

FMVA®, CFI

Advanced proficiency in financial modelling, budgeting, and forecasting with a comprehensive foundation in accounting and finance principles

2025

CSPO, Scrum Alliance

Prioritized backlogs and drove agile cycles

2025

Lean Six Sigma Green Belt, KPMG

Applied the DMAIC methodology to enhance processes and reduce defects

2025

Google Data Analytics Professional Certificate, Coursera

Mastered data analysis and visualisation using excel and SQL for informed decision making.

2025

Accomplishment

Spotlight Award, 2024

Awarded in back to back quarters for a sustained exceptional performance.

Ace Award, 2022

Recognised for a strong consistent performance at Severn Glocon

Dean’s Merit List, 2016

Featured in the Dean’s Merit List, placing within the top 1% across all courses for excelling in academics

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Experience

Trillium Flow Technologies

1 Year 8 Months

Application Engineer

Aug' 23 - Mar' 25

- Consulted global oil & gas and nuclear power majors for effective pressure management and flow control, leading to **reduced downtime**
- Identified and focused on key customer pain points and tailored solutions leading to **improvement in their process efficiency by 10%**
- Achieved a **25% growth in order bookings** from key accounts by cultivating good customer relationships and value driven customer engagement
- Led cross functional teams to synchronize the product lead-time to customer's shutdown schedules, thereby becoming a reliable partner
- Collaborated closely with the Business Unit Head on sales strategies and implemented them, leading to differentiated techno commercial bids
- **Led the application engineering team,** managing the pre-order cycle for high-value proposals and secured orders worth **multi-million US dollars**
- Drove comprehensive process improvement efforts and streamlining of workflows resulting in an **increase of 25% of quotes submitted on-time**
- Created standard operating procedures for the function thereby enhancing proposal consistency, leading to **reduction of reworks by 20%**
- Designed and executed training programs leading to strengthening of team capabilities and prepared the team for future challenges

Severn Glocon Valves

5 Years 4 months

Senior Application Engineer

Mar' 18 - Aug' 23

- Devised costing strategy that balanced price competitiveness with profitability targets, significantly enhancing order winnability and profitability
- Managed the quote to cash cycle for multiple high impact projects amounting to an annual order booking of **multi-million US dollars**
- Headed cross functional teams and executed complex projects worth **multi-million US dollars** per year within contractual delivery time
- Identified high potential growth opportunities and unserved markets by conducting a rigorous in-depth competitor analysis
- Converted a sales account into a key account by identifying client pain points and solving them resulting in **a sales growth by 300%**
- Worked closely with the managing director on order winning strategy, positioning and execution of high value project contracts
- Managed the **end-to-end sourcing** activities including RFQ release, proposal evaluation, negotiation, award, expedition and payment
- Implemented competitive bidding processes that achieved a **cost reduction of 25%** resulting in an **annual savings of US$ 125,000**
- Led supplier management initiatives through strategically optimized vendor relationships reducing lead times and boosting profitability
- Drove successful renegotiation of commercial terms and conditions with suppliers leading to strategic collaboration
- Ensured process compliance of multiple functions to the industry standards like API Q1 and ISO 9001 through internal audits