

Sandeep Baruah

6 Years 7 Months Overall Experience

Accomplished professional with 6+ years in the CPG industry, specialising in the food and beverages sector. Experience in leading large-scale greenfield projects, implementing digital transformation initiatives, and delivering operational excellence across government and private organizations. Demonstrated success in driving end-to-end project delivery and leading cross-functional teams to achieve significant improvements in efficiency and productivity. Strong track record in stakeholder engagement and planning.

Industry

- CPG/FMCG

Functional Areas

- Operations Management
- Stakeholder Management
- Project and Program Management
- Supply Chain and Procurement

Education

IIM Indore

MBA

2025-26

National Dairy Research Institute, Karnal

B. Tech (Dairy Technology)

2014-18

Certification

Lean Six Sigma – Green Belt

DMAIC-based process improvement, quality enhancement, and waste reduction

2025

Certified Scrum Product Owner (From Scrum Alliance)

Agile product management, backlog prioritization, and stakeholder engagement for efficient product lifecycle execution

2025

International Programme on Procurement Policy Framework for World Bank–Aided Projects

Procurement processes, compliance, and contract management for World Bank–financed program

2022

Accomplishment

Assam Public Service Commission Examination

Secured 1st position in the State at Assam Public Service Commission Examination, 2021 for recruitment under the Directorate of Dairy Development, Govt. of Assam

Director’s Gold Medal

Awarded Director's Gold Medal for Academic Excellence (topper of the UG batch), NDRI Karnal, 2018

Merit Certificate

Awarded Merit Certificate for Academic Excellence (top 5 in the UG batch), NDRI Karnal, 2018

District Level and Zonal Level Inter College Science Quiz Competition

Secured 1st prize in District Level and Zonal Level Inter College Science Quiz Competition, 2016-17 organised by Haryana State Council for Science & Technology

XXI Regional Level Sports and Games Meet

Participated in the XXI Regional Level Sports and Games Meet (2010) in the U-19 Cricket category, organised by Navodaya Vidyalaya Samiti, Shillong Region

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B. Tech (Dairy Technology)

2014-18

Experience

Directorate of Dairy Development, Government of Assam

3 Years 4 Months

Assistant Rural Dairy Extension Officer

Nov' 21 - Apr' 25

- Led a World Bank-aided program across 19 districts, driving a 20% increase in milk routed to the formal sector through structured stakeholder engagement.
- Conceptualised the revival of 3 defunct dairy plants under a PPP model, generating 1,000+ jobs and 15KLPD processing capacity, delivering INR 32+ lakh annual revenue.
- Pitched for establishment of Western Assam's first milk processing plant, conducting comprehensive financial and feasibility analysis and securing INR 10 crore funding from the Ministry of DONER (GoI)
- Designed consumer insight–driven location strategy for 16 D2C dairy entrepreneurs using O&D studies, optimizing supply chain flows and launching three marketplaces worth INR 3 crore to expand market reach
- Partnered with NDDB to design and deploy a single-window subsidy disbursement portal, overseeing needs assessment, functional design, user testing, and go-live, accelerating INR 10 crore disbursement to 18,000+ dairy farmers
- Oversaw client-side development of INR 40 lakh ‘Gopal Tathya’ app, guiding requirements gathering, feature prioritization, UI/UX design, testing, and launch
- Spearheaded the transition of departmental processes to E-Office and JIRA-based workflows, reducing delays and process inconsistencies.
- Managed end-to-end procurement lifecycle for INR 20 Cr projects coordinating with 10+ OEMs and suppliers, ensuring compliance and timely delivery
- Negotiated framework agreements with key vendors for recurring operational supplies, improving supplier reliability, streamlining inventory replenishment, and reducing lead time by 40%

Tetra Pak India Pvt. Ltd, Pune

3 Years 3 Months

Process Engineer

Jul' 18 - Sep' 21

- Executed six greenfield projects worth INR 200 Cr., leading 100+ member installation teams and ensuring on-time delivery across all sites.
- Secured INR 30 crore brownfield expansion bid by driving pre-sales engagement, techno-commercial proposal & market focused solution design
- Led commissioning of Tetra Pak India's first prepared food plant (INR ? 40 crore) enabling entry into the high-growth ready-to-eat segment
- Collaborated with cross-functional automation teams to deliver integrated solutions, defining process requirements and coordinating FAT/SAT testing protocols at a 600 KLPD capacity dairy plant, achieving ~25% reduction in unplanned downtime
- Developed process specifications and coordinated with automation teams to deliver a client-specific, flexible Cleaning-in-Place (CIP) matrix for a 200 KLPD capacity integrated beverages and dairy plant, resulting in 35% reduction in module turnaround time
- Boosted production throughput by 20% at a 72 KLPD capacity production line (90 ml SKU) by applying Value Stream Mapping and Lean tools to eliminate upstream bottlenecks and streamline batch operations

- Facilitated change adoption by training 100+ client users on operations and troubleshooting, ensuring a smooth transition to steady-state operations and minimizing post-commissioning issues