



## Shubham Yadav

5 Years 2 Months Overall  
Experience

Led digitalization initiatives, saving more than 2 crores in projects, reducing customer response time by 85% and increased productivity. Implemented change management to align people, process and tools. Spearheaded product lifecycle, boosting user engagement, driving 25% revenue growth and entering 2 new customer segments. Experience in steam power and hydrogen generation projects. Startup experience, skilled in additive manufacturing, product development and stakeholder management.

## Industry

Energy

Manufacturing

Startup

## Functional Areas

Digital Transformation

Product Development

Stakeholder Management

Operational Efficiency

Additive Manufacturing

## Education

VJTI, Mumbai

B. Tech in Mechanical Engineering

2015-19

Indian Institute of Management Indore

Master Of Business Administration

2025-26

## Certification

## Accomplishment

**Sabka Chahita Award**

Recognized as a trusted, approachable, and widely appreciated team member at Siemens' P&O Connect event for the India Business Unit.

**Rockstar Award**

Awarded by Engineering Head for taking lead in various automation and digitalization activities

**Young Engineer Scholar**

Recipient of the Young Engineer Scholarship at VJTI

**Scholarship from NM College of Commerce and Economics**

Awarded with Scholarship by 'The Advertising & Marketing Circle NM College of Commerce and Economics, Vile Parle' for the best overall performance in school

**Best Student Award**

Awarded as the 'Best Student' at the 35th Karate Camp among 213 students, 2016

**Gold in Kumite**

Gold in freestyle fighting in the National Karate championship

**Solo Cycling – 450kms**

Completed solo cycling from Vadodara to Mumbai, 450kms in 27.5hrs, 2021

**Pune Half marathon**

Completed Pune half marathon in less than 3 hours, 2024

**Event Organizer**

Organized and coordinated city-wide cycling events to promote fitness and community participation, overseeing logistics, route planning, and on-ground execution. Successfully executed 10+ events a year.

## Freelance Web Designer & Developer

Designed and developed websites for 4+ clients using HTML/CSS and React, focusing on responsive design, intuitive user interfaces, and brand-aligned digital experiences

## Crafting ONGC's digital change management policy

Team leader of the consulting team from IIM-I working on a project with ONGC on digital change management policy

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## Experience



### Air Products

1 Year

Mechanical Systems Engineer

Feb' 24 - Feb' 25

- Identified a process automation opportunity in test diagram creation for gas generation plants by integrating software tools—resulting in a 72% reduction in time and an annual saving of 4,800 man-hours (~ INR 45 lakhs)
- Worked on net-zero hydrogen production & liquefaction project, a world-scale energy complex worth \$1.3B (CAD) in Canada



### Myskillshaala (IEI Didactics) – GUSEC incubated

8 Months

Product Design Lead

Jan' 23 - Oct' 23

Product development and UX

- Launched 10+ new product categories of hobby kits and gifting, driving a 25% revenue growth and brand repositioning
- Enhanced web app with activity-based learning and gamified rewards; 3x growth in feature interaction and 15% increase in new signups
- Revitalized product packaging to increase customer call to action leading to a cross-sell rate of 20% and higher user engagement
- Growth strategy and market expansion
- Penetrated 2 new customer segments within 6 months, contributing to revenue diversification and higher sales volume
- Organized 8 workshops to grow hobby community, build product awareness, engage target audience and map customer journey Operations and efficiency
- Deployed AI-based assistants, eliminating additional hires for up to 4 roles, driving lean operations and optimizing resource allocation
- Utilized 3D printing for faster design validation, reducing iteration cycle by 60% and accelerating time to market by 25%
- Strengthened in-house manufacturing and assembly processes, reducing cycle time by 70% and man hours by 40% Product Marketing & Customer Outreach

- Led product launches of 4 new offerings, coordinating design, marketing, and content to ensure timely and impactful market entry
- Created and executed ad campaigns for 2 products, driving brand visibility and user interest through visual storytelling



### Siemens Ltd

3 Years 6 Months

#### Solution Engineer

Jul' 19 - Dec' 22

#### Digitalization

- Performed data analytics on steam turbine projects, resulting in cost savings of INR 2.2 crores annually and project standardization
- Developed excel application for system design which reduced engineering time by 75% and increased productivity by 67%
- Integrated business processes with Microsoft Power Platform, reducing customer response time from several weeks to 2 days
- Developed low-code applications using Power Apps integrated with databases for real-time data access to sales and factory operations

#### Change Management

- Led a digital change initiative for 100+ employees, organizing weekly meetups, ad campaigns, technology capability demonstrations, software training, brainstorming sessions and transforming to entrepreneurial culture for a future-ready agile workplace

#### Stakeholder management

- Managed 25+ clients for steam power projects to gather requirements, resolve site queries and ensure delivery milestones
- Collaborated with engineering and procurement teams to identify cost optimization opportunities and achieved 60+ lakhs savings
- Led quality reviews with senior management and implemented CAPA strategies in more than 50+ engineering site issues
- Managed sub suppliers of 8+ equipment to resolve manufacturing challenges and ensure design & cost compliance

#### Product development

- Designed inhouse lubrication system gaining 60% reduction in manufacturing lead time and saving 3000+ man hours
- As a part of the R&D team, developed a 1kW alkaline electrolyzer powered by solar energy, enabling clean hydrogen generation

#### Process improvement and standardization

- Simplified new vendor onboarding process with reduction of 50 man-hours effort, introducing checklists and standard design template
- Served as Quality representative driving process compliance and meeting monthly KPI targets achieving 95% success rate

#### People & Organization

- Created and hosted wellness podcast focused on health and well-being, aimed at promoting holistic employee wellness
- Directed a remote employee engagement event to boost morale and team connectivity during the lockdown for 2 years