

Uday Kiran Reddy Nomula

udaykiran.reddy@tamu.edu | +1 (979) 985-9657 | [linkedin.com/in/ukreddy09/](https://www.linkedin.com/in/ukreddy09/)

EDUCATION

Texas A&M University, Mays Business School

College Station, Texas

Master of Business Administration – GPA 3.9

May'25

Master of Science in Analytics (STEM) – GPA 4.0

Maulana Azad National Institute of technology

Bhopal, India

Bachelor of Technology in Mechanical Engineering

Apr'16

EXPERIENCE

Sterlite Technologies Pvt. Ltd

Gurgaon, India

Manager – Business Strategy

Jun'19 – May'23

- Led market research and competitive benchmarking project for six product families, driving product rationalization that streamlined operations and reduced the Customer Lead Time by four days (8%)
- Provided strategic insights gained from customer feedback and hypothesis-driven analysis to spearhead Govt. policy advocacy on optical fiber imports, resulting in an annual top-line impact of \$2.3 million
- Orchestrated pricing intelligence efforts between cross-functional teams across price competitive markets, resulting in optimized value chains and an 18% increase in customer retention
- Devised and executed competitive risk mitigation strategies, leading a cross-functional team to drive a 6% increase in gross margin while protecting market share
- Identified and recommended strategic partnership opportunities valued at \$6.1 million by developing structured business case based on market research and focus interview groups with sales and product teams

Lead - Operations

Jul'17 – Jun'19

- Proposed and led a project team and benefits realization plan to redesign critical process to address recurring defects, reducing defects by 50% and saving \$1.2M annually
- Coached cross-functional teams of 60+ members in optimizing process flows by leveraging lean methodology, achieving a 96% First Time Right KPIs and enhancing team engagement
- Oversaw the stabilization period of new facility by implementing continuous feedback loops and conducting gap analysis, achieving Quality Assurance clearance 81 days ahead of the target completion
- Piloted techno-commercial procurement of \$15.7M in research equipment and managed its installation, ensuring seamless asset integration and long-term strategic alignment
- Led team of 3 engineers and 90 associates for manufacturing process, achieving the highest-ever streak of zero recordable safety incidents

Engineer - Operations

Jul'16 – Jun'17

- Developed cross-training framework for production staff, optimizing resource allocation and maintaining 100% target attainment over a sustained period
- Recognized as the top engineer in cohort of 27 for identifying and addressing highly overlooked problems, resulting in \$150K cost savings and early promotion

LEADERSHIP & INVOLVEMENT

Sterlite Technologies Pvt. Ltd

Jul'16 – May'23

- Mentored two new engineers every cycle, facilitating seamless transition into corporate environment, leading to 100% retention rate and rapid promotions
- Partnered with senior leadership to represent Operations at Global Conference, showcasing organizational excellence and fostering customer engagement

Isha Foundation (Volunteer – Non-Profit)

Dec'17 – Jun'23

- Led team of 180+ members to organize awareness campaigns across India for sustainability, raising ~\$2 billion governmental funds

SKILLS, ACTIVITIES & INTERESTS

- **Technical Skills:** Data Analysis (Excel, Tableau, Power BI, SQL, JMP), Salesforce CRM, SAP
- **Interests:** Leadership Development, Operations & Supply Chain Management, Business Strategy, Operational Excellence, Sustainability
- **Activities:** SRF member, MBAA member, Long Distance Running (Completed two half marathons), Plant-based Diet Advocate, Volunteer Leader