

Uday Kiran Reddy Nomula

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EDUCATION

Texas A&M University, Mays Business School

College Station, Texas

Master of Business Administration

May 2025

Master of Science in Analytics (STEM)

Maulana Azad National Institute of technology

Bhopal, India

Bachelor of Technology in Mechanical Engineering

April 2016

EXPERIENCE

Sterlite Technologies Pvt. Ltd

India

Associate Manager - Global Sales Strategy

June 2019 – May 2023

- Streamlined C-suite decision-making by driving initiatives around competitive intelligence and policy advocacy, improving workflow efficiency, competitor risk mitigation, and guiding informed strategic actions
- Strategized the public policy advocacy to impose Anti-dumping duty on optical fiber imports into country, resulting in approval from Govt. of India, leading to an annual top-line impact of \$2.3 million
- Led strategic pricing intelligence for Procurements & Contracts to improve the opportunity funnel, focusing on high-impact markets in India, APAC, Middle East, and Africa, constituting 35% of company revenue
- Implemented strategies to manage the market entry of a key competitor in India amidst the challenges posed by the pandemic, resulting in 6% gross margin increase
- Consulted on strategic partnership opportunities in the AI and Access Networks space, resulting in negotiations with one of the leading telecom equipment manufacturers to capture opportunities worth \$6.1 million

Process Development & Engineering Sub-Lead

July 2017 – June 2019

- Led a team of 5 engineers in optimizing the process flow for four different products through technology integration, reducing variability and achieving a 96% First Time Right KPI
- Spearheaded critical process changes, ensuring stable process performance post-installation of new optical fiber draw facility, attaining 90% production yield
- Led the Re-design and development of critical components using data driven insights, resulting in improved quality outcome translating into \$1.2 million bottom-line impact annually

Engineer trainee

July 2016 – June 2017

- Led cross-training initiative for shopfloor associates, optimizing the productivity to utilize the workforce efficiently during breakdowns and changeovers, reducing downtime by 10%
- Recognized as the best engineer trainee in the cohort of 27 for identifying and addressing highly overlooked problems, resulting in assignment to govern process engineering for one of the four operating shifts

LEADERSHIP & INVOLVEMENT

Sterlite Technologies Pvt. Ltd

Lead – Research & Development Project

October 2018 – May 2019

- Conceptualized the research equipment worth USD 15.7 million for fiber manufacturing, prepared Request for Proposal, and held technical discussions with the equipment manufacturers to arrive at the best designs

Mentor - STEP UP Program

July 2020 – May 2023

- Mentored two new engineer trainees every year, facilitating seamless transition into corporate environment and accelerating their contributions to organizational goals

Presenter – Global Customer Conference

April 2019

- Delivered a presentation at the conference, representing the optical fiber operations, Emphasizing our commitment to operational excellence and quality, incorporating valuable customer feedback into our approach

Isha Foundation (Volunteer – Non-Profit)

December 2017 – June 2023

- Actively organized meditation and yoga events across three different cities in India, and supported movements like Save the Soil and Rally for the Rivers

SKILLS, ACTIVITIES & INTERESTS

- Skills: MS Office, Market research, Problem solving, Executive Presentations, Process Optimization, Senior Stakeholder Management, Cross functional collaboration, Python, SAS, SQL
- Activities: trekking, calisthenics, and long distance running following a plant-based diet
- Interests: Indian classical music, spirituality, cricket