

Naveen Goyal

naveen.goyal@tamu.edu | +1 (979) 820 0331 | [linkedin.com/in/nav-goyal](https://www.linkedin.com/in/nav-goyal)

EDUCATION

Texas A&M University, Mays Business School College Station, Texas
Master of Business Administration May'25
Master of Science in Analytics (STEM) May'25

National Institute of Technology, Warangal Telangana, India
Bachelor of Technology in Metallurgical & Materials Engineering Apr'13

EXPERIENCE

Dell Technologies Austin, Texas
Product Management Intern May'24 - Aug'24

- Formulated go-to-market strategy for \$20B PC business, driving \$200M in margin growth by leveraging financial insights and strategic decision-making, while mitigating \$90M in excess and obsolescence risk
- Spearheaded development and implementation of AI-enabled tool to optimize guided selling, driving 24% increase in sales rep effectiveness through automation and customer-centric A/B testing
- Collaborated with cross-functional teams to build real-time customer segmentation dashboard in Power BI, enabling data-driven decision-making for senior leadership and boosting marketing effectiveness by 15%

Indian Oil Corporation Limited – Fortune Global 100 Company India
Project Manager Jun'22 - Jun'23

- Directed go-to-market strategy for 15 clean energy stations in untapped markets, increasing market share by 8% through innovative product development and strategic risk management
- Led cross-functional team to execute the procurement and construction of \$3M sustainable development project, achieving 4-week early delivery by optimizing project execution and managing vendor relationships
- Analyzed customer feedback and Net Promoter Score insights to launch two new products, achieving 15% increase in customer satisfaction and ensuring long-term market relevance
- Launched cloud-based mobile app for doorstep fuel delivery, aligning with customer needs and increasing annual revenue by \$1M through innovative business development

Manager – Operations & Procurement Jun'17 - May'22

- Pioneered vendor development initiatives by creating e-marketplace portal, facilitating competitive bidding and negotiating with over 10K SMEs, resulting in 7% annual cost savings and strengthened vendor relationships
- Trained and led team of 100+ executives, ensuring operational efficiency and timely order fulfillment during the COVID-19 pandemic, while optimizing vendor and supply chain management
- Managed \$10M logistics contract, centralizing delivery partner management and driving 10% increase in route utilization, while reducing fixed costs by \$500K through process optimization
- Conducted root cause analysis and implemented robotic automation to address operational gaps, improving process efficiency by 15% and mitigating long-term operational risks

Operations Analyst Dec'13 - May'17

- Applied Six Sigma Lean methodologies to improve product packaging processes, reducing defects by 15% and generating \$100K in monthly savings, while enhancing long-term operational efficiency
- Optimized supply chain distribution network through data-driven demand forecasting, reducing lead time by 12% across 300+ gas stations and enhancing overall supply chain resilience
- Enhanced equipment reliability by integrating preventive maintenance module in SAP, improving inventory planning accuracy and reducing downtime by 10%

LEADERSHIP & INVOLVEMENT

- Led \$350K Corporate Social Responsibility (CSR) initiatives, impacting over 1M underprivileged individuals in remote regions, enhancing their quality of life and local infrastructure
- Deployed real-time tracking system for \$18M in subsidy transfers, benefiting 430K low-income families, and ensuring efficient financial management and transparency

SKILLS & ACTIVITIES

Technical Skills: Power BI, Tableau, SAS, JMP, Python, SQL, R, MS Office Suite

Certifications & Training: Six Sigma Yellow Belt, Advanced Excel, Google Data Analytics Pro Certificate

Activities: Mays Consulting Club, Clean India Ambassador, Corporate relations coordinator in under-graduation

Interests: Travelling, Hiking, Meditation, Cooking