

Vikas Kasera

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WORK & LEADERSHIP EXPERIENCE

Reliance Jio Infocomm Ltd

Assistant Manager

Mumbai, India
(Sept 2020 - Nov 2021)

- Managed clients in the renewable energy industry, providing internet and data management services within a specific geographic zone while adhering to service level agreements.
- Successfully completed over 100 projects in Data, Voice, and Storage Network services for renewable energy clients in one year, generating revenues ranging from INR 35,000 to INR 5,00,000 annually. Renewal rates for these services were over 50% due to excellent client service and product understanding.
- Implemented company standards and principles across voice, data, and storage networks, prioritizing aims and delivering outcomes. Achieved a 10% contribution to overall service delivery performance in the renewable energy sector.
- Designed and implemented more than 20 high-quality solutions using the enterprise architecture framework, assessing client suitability to company goals and operational requirements following agreed-upon terms.
- Collaborated with senior management, including the sales head, and was recognized for the ability to understand client suggestions and solve problems by identifying pain points. This led to the development of excellent client relationships in the renewable energy sector.
- Maintained inventory of 12 products using OSS, SAP, and Microsoft BI, and used interactive dashboards to prepare service delivery reports. These reports highlighted weekly target achievements and were shared with all concerned stakeholders, resulting in a 10% increase in product availability.
- Designed and implemented operational workflows and training materials for renewable energy field deployment operations, including materials planning (CPE/L2 Switch), short shipments, and mitigation strategies.

QSV Engineer

Business Development Executive

Mumbai, India
(Dec 2019 - Sept 2020)

- Proposed quotation and produced 23 qualified leads for third-party mechanical audits, resulting in INR 10,000 in revenue, through a combination of cold calling, social media marketing, and on-site inspections.
- Maintained regular touch with current clients, offered assistance during the auditing process, and produced pertinent documentation.
- Assessed venture's financial data and reviewed annual reports in preparation for filing tax forms with the government.
- Analysed the business opportunity and presented it to the International Business Networking Group (BNI) for possible business opportunities.
- Undertook weekly presentations at both internal and external meetings to a wide audience of over 30 people, ranging from industry professionals to auditors. Participated in a variety of renewable energy solar events and training programmes centred on ISO certification and project management for the business community.

IEEE Student Chapter

Chairperson

Mumbai, India
(May 2018 - Jun 2019)

- Managed a 12-person cross-functional team composed of administration, technical, graphic design, publicity, and creative personnel. I coordinated with other student organizations and spearheaded grant, cultural event, and university project initiatives.
- Conducted budgeting with various companies to fund events, resulting in student engagement with these companies for job opportunities and future career prospects.
- Organized workshops and events on IT technology for 25–50 undergraduate students every two months. I identified and contacted IT professionals in the community to take part in panel discussions and training sessions.
- Created various marketing materials and promoted events through social media, increasing attendance at upcoming chapter events by 40%. This effort received a letter of appreciation from the principal, recognizing my work towards the betterment of the student community.

EDUCATION

Technological University Dublin, Ireland

M.Sc. in Logistics and Supply Chain Management (Class Representative – Faculty of Boards Member)

(Sept 2022 - Present)

Relevant Coursework: Sustainable Supply Chains, Strategic Operations Management, Simulation & Business Process Modelling, Renewable Energy Supply Chain Management, Strategic Procurement Management, Organizational Resilience & Supply Chain Analytics.

University of Mumbai, India

Bachelor of Engineering in Electronics and Telecommunication

(Aug 2015 - May 2019)

Classification: CGPA 6.09/10 | GPA: 8.12/10 (Final Year)

SKILLS AND INTERESTS

Skills: Certified Six Sigma Executive Green Belt | Extendsim - Vensim Simulation | Microsoft Office (BI, Project & Visio) | Analysis tools (Minitab – Excel) | MATLAB | CRM (SAP) | Circuit Board Designing | Network Designer (Cisco Packet Tracer).

Interests: Renewable Supply Chain Management, Solar Energy Strategy & Operations, Procurement, Analytics, Logistics, helping people in need, Indulging in food blogging, Meditation & Yoga.