

ASHAY PILLEWAN

Strategy & Innovation Manager, MBA, SPJIMR

An enterprising leader with a prestigious experience & chronicled success of **9 years** in spearheading multi-functional roles encompassing **Strategy Development, Concept Evolution, Business Analysis, General Management, Business & Service Operational Excellence, Continuous Process Improvement/Transitions and Client Relationship Management**; leveraged capabilities in driving growth, crafting & executing strategies, while providing oversight/ direction to ensure sustainable growth through inspiring leadership, rich experience & innovation excellence; targeting to express potential across challenging roles.

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Core Competencies

Corporate, Business & functional Strategy

Business Analysis / Business Establishments

Business & Operational Excellence

Cost & Budget Optimization/ Profitability Management

Business Growth & Expansion

Continuous Process Improvement/ Digital Transformation, Transition & Automation

KPI Optimization

Team Set-up & Stabilization

Client/ Stakeholder Relationship Management

Organizational Improvisation

Risk Assessment & Mitigation/ Business Continuity Planning

Profile Summary

- Dynamic, Dedicated & Strategic Architect with expertise in overcoming complex business challenges and making high stake decisions using experience-backed judgment & work ethics in developing innovative plans to **successfully establish businesses from grass root level**; proven capability to **'right-size' operations, improve P&L scenario, and administer crucial change initiatives** while winning loyalty and trust.
- Visionary professional with skills that reflects **year-on-year success in achieving business growth objectives, functional & corporate objectives** by optimizing the entire value chain of business, developing AOPs & ensuring the achievement of the targeted top & bottom line; skilled in turning-around & establishing the businesses, directing it towards growth by proactively investigating new business opportunities & maximizing the competitive strength for long-term success
- Innate excellence in undertaking analysis of **business performance/bottlenecks to make strategic decisions**, formulating future objectives & operational policies/ procedures for the performance of the organization; consistent record of delivering results in managing **business operations** with focus on performance and expertise in planning strategies, defining targets, resource administration, KPI optimization and allocation of manpower.
- Unique blend of leadership with an excellent understanding of business nuances, process gaps & key success metrics, having **owned business roles in Strategic Planning, Business Analysis, Financial Analysis, Operations, Supply Chain, Sales & Business Development, Marketing, Operations, Data Analytics, Leadership & Sourcing**
- **An ambassador of change** with impressive success in identifying process flows & enhancing systems through various improvement projects with an aim to augment process efficiencies, and effectiveness & reduce risks; attained next-generation breakthrough levels in process capability for differentiated, noticeable operational improvisations & quality.
- **An Innovative & Analytical People Manager** with innate skills in recruiting, leading, training, monitoring, and creating frameworks to affect a measurable culture of excellence for high performing multi-cultural teams entailing **over 6 members** that excel in delivering business value with high morale & low attrition.
- Equipped with the knowledge of the **organizational ERPs like SAP & so on**

Awards & Rewards

- **Awarded by COO** for exceptional performance & process digitization at Godrej Interio in FY 2015
- **Stood in the top three on the dean's merit list** during Executive MBA at SPJIMR

Education

- **2023: MBA (General Management)** from S. P. Jain Institute of Mgmt. & Research, Mumbai
- **2013: B.Tech. (Civil Engineering)** from Veermata Jijabai Technological Institute, Mumbai

Career Timeline



Work Experience

Sep'19 to Present: Colliers, India

As Manager

Significant Highlights

- Developed & implemented **business strategies for the Big4, MNCs, Indian Conglomerate & BFS clients** for propelling revenue growth & market share by **2% with an increased EBITDA & profits Y-O-Y for Colliers in F.Y 2023.**
- Spearheaded the **formulation global growth strategy** with extensive research & stakeholder collaboration for a leading IT giant CRE, APAC
- Ideated, developed & executed an **innovative business strategy with primary & secondary research to increase the sales & market share of project management services by 3% in the data-centre sector in India.**
- Orchestrated the beta tests & analysed key metrics to understand progress & identify areas of improvement for the development & implementation of the **digital transformation strategies** in the form of services tool **CoGence** to increase **the sales and customer satisfaction in cross functional collaboration.**
- **Identified the gap in strategy & introduced general contracting model against project management services** to as a differentiation strategy to gain competitive advantage to generate estimated two times the revenue from vertical.
- Defined key success factors & performance indicator; brainstormed with the service & engineering team to devise solutions for implementing requirements of the clients to **increase client satisfaction by 10% on NPS with customer first approach.**
- Developed sales pitch strategies for revenue opportunity with success stories to inculcate value proposition; drove conversations internally to **generate awareness and upsell services** to new & existing clients.
- Directed the drafting & execution of a **detailed program management plan for the PMO office** by defining scope, business requirement, functional requirement, processes, workflow, communication plans, project management plan & stakeholders risk matrix to enhance the efficiency of functional divisions.

Nov'17 to Aug'19: S&T

As Manager (Muscat, Oman)

Significant Highlights

- Strategized & developed a new market entry strategy for the company's vision in the **retail segment to add ~ \$0.8 M in revenue & maximize profitability at every quarterly.**
- Defined strategy, policies, processes & digital initiatives to **drive the retail segment project delivery over the competition.**
- Introduced & **implemented points & rewards-based driver performance management programs** to incentivize and enable excellent quality.
- Redefined the **supply chain process** by integrating internal audit protocols, resulting in expedited procurement procedures & a reduction in the usual time by 3 days; ensured effective & compliant procurement processes while maintaining high-quality standards.
- Digitised the business processes to attain higher efficiency in functional productivity and reduction in impact to cost centre.
- Drove the **strategy deliverables, budgets, finances, stakeholders' management, and resources management** to enable diversification strategy and gain competitive advantage in GCC market.

Jan'16 to Nov'17: Inox

As Manager (Mumbai)

Significant Highlights

- Implemented business strategy by adding **35 screens in the west & east region** within cost, quality & time in FY 2015 to 2017 to enable revenue growth of 12%.
- Spearheaded an **annual budget of INR 40 Crore**, ensuring efficient allocation of resources & adherence to financial targets.
- Implemented **effective cost-control measures to save 6% on budgeted costs** by reducing waste & negotiation strategy.
- Spearheaded a **6 membered team** in goal setting, enhancing operational efficiency & reporting to the business head.
- **Reduced the project cost in Mumbai region by 2%** by implementing value engineering measures.
- Designed & developed the **tendering procedures manual for a standardized & efficient tendering process.**

Jul'13 to Jan'16: Godrej Interio

As Assistant Program Manager (Mumbai)

Significant Highlights

- Delivered the innovation goals of the company by partnering with a **technology vendor & implemented digitized construction business ERP- Highrise in PAN India** to save time on the procurement process by 30%.
- Developed the quality control manual for finishes & implemented it across **PAN India branches in FY 2015**
- Delivered turnkey corporate fit-out projects for **IT, BFSI & Pharma Clients** with an **average profitability of 14%.**

Certification

- **Power BI-** Completed basics of Power BI certification for Business Analytics