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Executive Summary

A visionary and results oriented leader with more than 32+ years of experience in designing, building and managing one of the world's most admired global transportation and service organizations. Proven track record of crafting and executing strategies to drive revenue growth, improve service, reduce costs and enhance all aspects of customer experience with a focus on creating shareholder value. Demonstrated success with driving organization change, devising innovative processes, implementing best practices and technology solutions that achieve superior customer experience. Excellent track record in building and cultivating cohesive, high performing teams. Multi-lingual with extensive experience in both the US domestic and International markets.

Education

MBA International Finance and MIS: Indiana University, Bloomington, Indiana
Executive Education Program in Competition and Strategy: Harvard Business School
BS in Electrical Engineering: Indian Institute of Technology-Kanpur, India

Core Competencies:

• Strategic Planning • Program Management • Financial Planning and Analysis • Global Transportation Network Expansion Strategy and Design • Business Transformation and Process Re-Engineering • Global Metrics and Performance Management • Pricing, Product and Business Development

Selected Achievements

- Developed and implemented the Strategic Planning Process and the global strategic plan for the FedEx Express International division. Led a team of managers and individual contributors to collaborate with cross-regional, cross-functional and multi-operating company senior executives to develop the strategic plan for the International business unit focused on customer experience, operational excellence, cost efficiencies, technology enhancement and the required resources. Drove the prioritization and implementation of key product portfolio projects and cost initiatives which led to a growth of \$4+B in revenue and \$700+ M in cash flow improvement in 5 yrs.
- Led the International Program Management Office (PMO) to evaluate, justify, develop specifications and globally deploy large scale corporate IT systems and technology tools in support of courier pick-up and delivery operations, global sales and marketing analytics and other decision support areas. These tools improved operational efficiency and productivity by 9 % in two years.
- Contracted and managed several consulting engagements with Cap Gemini and the Boston Consulting Group (BCG) on business development, acquisition and performance improvement initiatives.
- Led the program management office (PMO) to re-engineer and transform the FedEx International Service Quality and Customer Experience (CE) processes for operational excellence. The initiative involved identifying key customer experience metrics through the market research, developing business specifications, validation, and implementation of those CE metrics. Facilitated and drove the International service performance goal setting process, responsible for on-going monitoring of customer experience issues, review and initiating projects to improve customer experience and continuous improvement. Improved service and customer experience by 15% in three years in the offshore units of FedEx International. Further, led the development and deployment of Quality Driven Management (QDM) principles to improve performance excellence in the FedEx International division.
- Led the operational engineering team and collaborated with corporate and regional marketing, IT and other functional teams to develop and launch several FedEx Express International supply chain products both in high growth emerging markets like India and Mexico and mature markets in Europe to drive growth and profitability in the FedEx International business unit. These new products launches are expected to contribute \$ 500+ M in incremental revenue over five years.
- Led the engineering analysis and coordinated the implementation of FedEx's global air network expansions in North America, Asia and Europe to improve FedEx's global value proposition and enhance competitive

differentiation to drive sales growth and profitability. These infrastructure expansions had capital investments ranging from \$50-\$300M and annual cash flow improvement ranging from \$10-\$50M.

Professional Experience

2015 - 2017: - University of Houston - Bauer School of Business- Lecturer- Supply Chain Strategy

1981 – 2014: Federal Express Corporation – Memphis, TN

Managing Director – Global Strategic Planning and International Engineering

Managing Director – Global Strategic Planning

- Planned, organized and directed the development of the International Strategic Plan with an objective to drive growth and improved profit margins. This was achieved by enhancing customer experience and value propositions, lowering costs through better asset utilization and improved labor productivity and tighter global alignment with regard to investment decisions and prioritization. 7% improvement in operating profit margin and \$4+ B in revenue growth.
- Led the International team's transformation process and the implementation of strategic initiatives. Coordinated and facilitated the communications at various level of the organization including the Board of Director presentations, senior officer alignment meetings and officer forums to prioritize and globally align objectives and processes between the international regions and corporate support groups to implement the International strategy. Annual cash flow impact of \$700M.
- Led and directed the International Planning and Engineering team. In collaboration with the regional planning teams set-up governance processes, forums and reports to review and drive service improvement via bench-marking and best practices. Also, led the definition, development and deployment technology solutions/products to support operations, sales and courier pick-up and delivery functions in 50+ countries. Improved international service by 15% in 3 years.
- Developed International Long Range network engineering models to account for revenue, cost, infrastructure development and 'what-if' analysis capabilities to build optimal growth scenarios for International that met both the long term strategic growth and profitability goals.

Manager – Financial Planning and Analysis - International

Manager – Financial Planning and Analysis – Logistics and Electronic Commerce

Finance Project Advisor – Electronic Products Division

Finance Project Advisor - Air Operations Division

- Led two Financial Planning and Analysis Departments (International and Logistics) to ensure the financial integrity of the respective divisions. Managed the annual business and capital plan development for the \$500M. for those divisions that included revenue planning, manpower modeling, operating expense and capital planning and metrics management. Improved the operating margin of the Logistics and Electronic Commerce Division by 5% in three years.
- Supported the FedEx Logistics Sales team in developing competitive and innovative engineered supply chain solutions for large customers, (e.g. NSC, HP, Monsanto etc.) that leveraged FedEx service supported by a network of warehouses, parts-bank and trucking line-haul. Helped win contracts in excess of \$1 B. Also, administered a \$50 M compensation program for the Logistics and Electronic Commerce sales group.
- Led the financial analyses for business development in Asia and Europe to launch International air transportation routes to open new intra and inter-regional markets and expand existing capabilities.
- Led the financial analysis and implementation of new products and innovative services such as FedEx Extra Hrs. and International Economy Service. Revenue Impact of \$5-\$50M/yr. and a profit impact of \$10M/yr.

Awards

- **Three-time** recipient of FedEx Express **5-Star Award (Highest Individual Award in FedEx)**
- **Recipient** of FedEx **Quality Driven Management Award (Highest Quality Award in FedEx)**
- Customer Service and Operational Support **Leadership Award**
- **Two-time recipient** of FedEx Corporate Financial Planning **Department Star Award**
- **Three-time recipient** of FedEx Corporate Financial Planning **Excellence Award**