

Maninder Singh

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Summary

As an accomplished entrepreneur with 7 years of experience, I have successfully led and managed diverse businesses in the construction, hospitality, logistics, and import sectors. This coupled with a master's degree in supply chain management and my current pursuit of a master's in finance, has led to my unique technical acumen in both business operations and financial management. My entrepreneurial mindset and strategic approach enable me to continuously identify growth opportunities, optimize operations, and achieve financial success. I have an exemplary track record of building high-performance teams, developing and executing successful business plans, and delivering exceptional results. With a passion for innovation and a commitment to excellence, I am now seeking new challenges where I can leverage my skills and expertise to not only drive business growth but also create a positive impact in the community.

Experience

CEO & EXECUTIVE DIRECTOR | MUNNA CONSTRUCTION COMPANY PVT. LTD. | OCT 2016- SEP 2022

- Led the company's operations, sales, and marketing to maintain 100% customer satisfaction
- Imported equipment from the USA and Israel for the company's self-use and trading purposes
- Developed a Value chain network for crane rentals and contracts, increasing revenue by 400% and reducing fixed cost expenses by 17% in the crane rental division in the last 5 years
- Managed 7+ projects, 24+ clients and 300+ employees on a regular basis
- Key highlights: 2150 CUM of concrete, 700 MT Steel Fabrication, 11900 MT Erection in a month.
- Achieved EBITDA of 40% and increased net worth by 230% in 6 years
- Established a logistics park with 100,000 sqft of warehousing space and ROI of 21% per annum.
- Launched a 300MT/month fabrication facility in Jamshedpur, Jharkhand
- Demand planning, Inventory management and Vendor management with total value of \$3.42M

MANAGING DIRECTOR | HOTEL L N INTERNATIONAL | MAY 2017-SEP 2022

- Completed the project from conception to completion, including design, procurement, and construction in a record time of 11 months
- The property features 31 luxurious rooms, a restaurant for 50 pax, a banquet for 100 pax, and a multipurpose room for 500 pax
- Hired, trained, and developed the team to run the day-to-day operations, attaining occupancy of 60% in the first year
- Led the sales, marketing, and procurement division, resulting in a 40% growth in corporate clients by the third year
- Conducted weekly and monthly review meetings with the managing team to ensure quality and client comfort, maintaining a growth rate of 8% since the inauguration, even during 2020 and 2021

OPERATIONS LEADERSHIP INTERN | AMAZON INC | JUL 2016 -AUG 2016

- Managed 38 associates and handled one peak, increasing the throughput of the area by 19%
- Built a model for better visibility of sidelined packages and reduced hot picks by 25%

STUDENT CONSULTANT | SHERWIN WILLIAMS | DEC 2015 - MAR 2016

- Led a team of 5 members for a strategic consulting project and reported to the GM of, Facility
- Created a business plan including logistics and operational strategy, while also using organized project management to guarantee milestone achievement
- Recommended a stock management plan to prevent stock out and maintain optimum inventory using EOQ theory and fill rate

- Enhancement of raw material handling using six-sigma, fishbone, ABC, and Pareto analysis

SENIOR INSTRUCTOR & LOGISTICS CO-ORDINATOR| UTD CS- OUTREACH | MAY 2015 – APR 2016

- Conducted promotional camps to spread and introduce outreach programs and achieve maximum enrollment
- Coordinated among different groups of instructors, scheduling and pedagogies for each club
- Harmonized with 6 school authorities in the completion of the documentation and the lab setups
- Taught students from kindergarten to grade 12, different programs for different age groups

SUMMER INTERN | LARSEN & TOUBRO LTD | APR 2013 – MAY 2013

- Collaborated on a \$13M project with a team of over 1100 employees, focusing on the details of the drawings and creating daily plans in coordination with the foreman
- Estimated and scheduled resource requirements and provided daily progress reports to management

Education

M.S., FINANCE

Seattle University

GPA 3.7

Dec 2023

M.S., SUPPLY CHAIN MANAGEMENT

The University of Texas at Dallas

GPA 3.5

Jul 2016

B-TECH., CIVIL ENGINEERING

GITAM University

GPA 7.2

Apr 2014

Skills

- MS Office Suite
- Advanced MS Excel
- MS Power BI
- SQL
- Tableau
- SAP APO
- Leadership
- Team building
- Critical Thinking
- Time management
- Communication
- Problem solving

Publications

- A literary study on the bonding of the Six Sigma with the Service Quantity for the enrichment of the Service Sector (S) for the construction projects, IJERA
- A Research Methodology For CRM–A New Research Approach, IJERA
- How to Make the Financial Analysis an Easy Task – A Comparative Analysis between the Traditional and Modern Approach?, IJERA
- Alternative approach of research for fluid mechanics using Multi-disciplinary tools, IJERA
- Study And Re-Design Of Maintenance-Service Operations Of Four Wheelers (Cars), Global J Of Engg Apply Sciences.

Affiliations

- Supply Chain Leadership Council, UT Dallas
- SAP User Group, UT Dallas
- Crane Owners Association of India
- Hotel Owner Association of Jharkhand
- Logistics and Supply Chain professionals

Certification

- Certificate of Logistics and Transportation (CTL) - AST&L
- TL 9000 - UT Dallas
- Advanced SQL - Udemy
- Microsoft Power BI – Udemy

Language

English, Hindi, Telugu, Bengali, Bhojpuri