Aditya Arora

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SUMMARY

Strategy & Operations professional in an MD's Office (Founder's Office equivalent) with 4+ years across strategy, business transformation and AI-led process automation. Leads the 1- and 3-year plans toward a ₹10,000 Cr 2032 goal and runs the MD's operating cadence at a ₹1,500+ Cr manufacturer, built a ₹300Cr+ export pipeline and cut payment TAT by 60%. PGDM (Strategy & Finance), MDI Gurgaon; ex-Infosys engineer.

PROFESSIONAL EXPERIENCE

Duroshox Ltd., Pune 03/2025 – Present

Assistant Manager, MD Office (Strategy Planning & Special Projects)

₹1,500+ Cr auto-components OEM supplier exporting to 25+ countries

Operating Cadence & Strategy

- Own the MD's operating rhythm: monthly and annual MD review packs, quarterly OKR cycles and end-to-end leadership offsites with the MD; present to leadership twice every quarter
- Lead the 1- and 3-year business plans that ladder up to the company's 10-year goal of ₹10,000 Cr revenue by 2032
- Deployed KPI and OKR frameworks with Managing Point and Check Point governance across 10+ teams, plus OKR scoring linked to appraisals, improving efficiency by 25% and productivity by 35%
- Act as the MD's execution partner: structure decisions, unblock teams and lead cross-functional initiatives; built a single-source-of-truth Power BI dashboard for leadership reviews
- Sized markets and ran product-portfolio and country-feasibility analyses to prioritise market entry; redesigned the org from 13 departments to a Team of Teams model

Business Transformation & Process Excellence

- Redesigned the PO approval framework, cutting MD approvals from 2,600+ to under 200 a year while keeping 70–75% of procurement value under leadership review
- Re-engineered the P2P process (as-is to to-be), reducing vendor payment TAT by up to 60%; renegotiated software contracts, cutting software costs by 22%
- Mapped 9 core business processes and authored 35+ SOPs for 300+ employees; built a Deming Award-aligned policy management framework
- Drove organisation-wide Agile and Scrum adoption, reducing project delays by up to 33%; mentor graduate engineer trainees and interns

Growth, GTM & AI Automation

- Architected GTM strategy for 3+ European markets, from market sizing to client proposals, generating a ₹300Cr+ pipeline within 2 quarters of launch
- Authored the organisation's AI roadmap; built AI agents that cut newsletter TAT from 5 days to 2 hours and automated audits, reminders and X-MR control charts, saving 200+ man-hours a month
- Deployed an AI-based ATS that cut hiring TAT by 43%, and an e-learning induction portal saving 6 hours per new hire
- Wrote business cases and proposals across strategy, policy and CSR with fund allocations of ₹50L to ₹5Cr

Axis Bank, Noida 04/2024 – 06/2024

AHEAD Intern

- Benchmarked fintech vs bank onboarding journeys across 5 features; 3 of the 5 benchmarked features moved into production
- Built a pipeline of 150+ tier-1 clients in Delhi NCR for Axis Receivables Suite; onboarded 2 clients worth ₹220 Cr within 40 days

Infosys Ltd., Bengaluru 09/2019 – 05/2022

Senior Systems Engineer

- Developed and optimised Verizon's 5G data-platform software in Agile sprints, improving efficiency by up to 70%; delivered GTP-over-GRE tunnelling in under 2 months

EDUCATION

PGDM, Strategy & Finance, Management Development Institute (MDI), Gurgaon 07/2023 – 03/2025

- Co-managed UNNATI's ₹1 Cr AUM equity portfolio across FMCG, QSR, retail and brewery sectors using DCF and relative valuation

B.Tech, Electronics & Communication Engineering, SRM Institute of Science and Technology, Chennai 07/2015 – 05/2019

SKILLS & CERTIFICATIONS

Strategy: Strategic Planning, OKR and KPI Frameworks, Business Cases, Financial Modelling, Market Research, Go-to-Market Strategy, Program Management, Process Excellence, Stakeholder Management, Agile and Scrum
Tools: Advanced Excel, Power BI, Tableau, SQL, Python, Power Automate, Microsoft Power Platform, n8n, Zapier, Salesforce, SharePoint, Miro, AI Agent Development, Generative AI
Certifications: NISM Series V-A: Mutual Fund Distributors; Power BI for Business Analytics (CPD, UK); Generative AI Foundations (Microsoft)
Awards & Interests: MBWA Story Award (Employee of the Week) 10 times at Duroshox, 2025; Chess (Chess.com top 1%); Basketball