



# AMRITPAL SINGH

Age: 32 Years | Experience: 12 Years

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A dynamic and result-oriented leader with diverse experience of 12 years in Defense and Manufacturing Industry who focuses on analytical thinking, problem solving and decision-making. Proven expertise in envisioning direction and crafting strategies with an agile mindset. With good academic background from top institutes in India - IIFT and NIT.

## OPERATION AND SUPPLY CHAIN MANAGEMENT

- As Operation Manager led the Maintenance activities of an aircraft squadron worth INR 1300 Cr with a diverse team.
- Bring diverse people together to achieve the desired goals. Lead by example and motivate others to perform their best to achieve high serviceability for 300+ vehicles.
- Managed airworthy armament inventory worth over 1 Billion INR, storage and maintenance of airworthy inventory, and the complete gambit of SCM operations for safeguarding national objectives.
- Managed and negotiated multiple stakeholders, like Indian and foreign OEMs, DRDO Labs, DGAQA, RCMA, and PSUs like HAL, BEL, etc.

## IT PROJECT MANAGEMENT

- Spearheaded the implementation of the Electronic Maintenance Management System (e-MMS) IT project with a cross-functional team of 170-190 technical professionals.
- Carried out requirement gathering, developed and prioritised the backlog, planned the sprints, took feedback from the customer, to deliver an IT infrastructure project worth INR 2 Cr.
- Worked on IT project (IMMOLS) for transparency of inventory, location of items across over 100 bases, monitoring of the trend of consumption, and planning and calculation of procurement.
- Advocated and led implementation of IT Project E Governance (ERP) where in the centralized database of over 200+ personnel was added and updated for elicit the employee data, skilling and training, performance feedback and payroll management.

## KEY ACCOUNT MANAGER B2B (SAINT GOBAIN)

- Developed and implemented strategic account plans that drove growth in account revenue by 5% and increased penetration from 17% to 38%.
- Collaborated with customers and corporate teams (Architects, Builders, Developers, Contractors, Consultants, and Government Agencies) to develop and implement strategies to exceed targets and ensure customer satisfaction.

## HRM/ADMINISTRATION/SECURITY

- Implementation of an IT Project (E-Office) for various business functions for having an e-filing system over 130+ bases and achieving an overall efficiency improvement of 30%.
- As security head, ensured continuous training of 1500+ security staff on small arms handling and operation. Planned quarterly practice to enhance skill development.
- Prepared a detailed contingency plan for the strategic IAF base. Validated and improvised the plan by executing live exercises and carrying out mock drills.
- Devised SOPs to safe guard mission critical assets worth 200 Cr, spread across radius of 12km. Achieved incident free and zero tolerance security setup.



## EDUCATION

- Masters, HRM (Jamia Millia Islamia, New Delhi) 2018 -2021
- M Tech, Aeronautical Engineering (Visvesvaraya Technological University, Bengaluru) 2014 -2016
- B Tech, Chemical Engineer (Dr B R Ambedkar National Institute of Technology Jalandhar, Jalandhar) 2008 -2012
- Executive Certificate, Global Supply Chain (Indian Institute of Foreign Trade, Delhi) 2023 -2023



## CERTIFICATE

- Certification on Agile Project Management
- AWS Cloud Practitioner
- Certified on Aviation Flight Safety
- Lean Six Sigma Green Belt
- PMP (Pursuing)



## ACHIEVEMENT

- Awarded commendation by Air Officer Commanding-In-Chief of South Western Air Command of Indian Air Force in 2019.
- Ranked amongst the top 3% of all students appearing for All India Engineering Entrance Examination in 2008.
- Presented Paper at Conference (on "Carbon Credits") Advances in Chemical Engineering, Thapar University, Patiala.
- Training and Placement Representative of NIT Jalandhar (Batch 2008-2012).
- Secured third position in Inter-Technical University Basketball Championship in 2010.



## KEY SKILLS

- Strategic Planning
- Process Improvement and Optimization
- Supply Chain Management
- Project Management
- Communication and Stakeholder Management
- Risk Management
- Problem Solving and Decision Making