Sreenath Gajula

Tempe, AZ

(623)284-6305

July 2019 - July 2024

www.linkedin.com/in/sreenath-gajula

EDUCATION

W. P. Carey School of Business at Arizona State University, Tempe, AZ	August 2024 - May 2026
Master of Business Administration, Supply Chain Management and Real Estate, (GMAT – 740, 97th Percentile)	
Asian Institute of Technology, Bangkok, Thailand Master of Technology, Construction Engineering and Infrastructure Management (President of Indian student union body)	January 2017 - May 2019
Jawaharlal Nehru technological University, Hyderabad, India Bachelor of Technology, Civil Engineering	September 2013 - December 2016

PROFESSIONAL EXPERIENCE

CIVET Projects Private Limited, Hyderabad, India

An engineering giant in design, procurement, and construction services in Real Estate and Infrastructure

Project Manager (October 2023 – July 2024)

- Reduced development costs by \$1.2M through a large-scale process improvement, redesigning canal paths and transitioning from traditional to modular construction
- Optimized accounts payable timelines by 18% by negotiating favorable "Pick up now, pay later" contract terms with suppliers, and ensuring competitive pricing and flexible delivery schedule
- Improved project bidding efficiency by 22% and reduced estimation time by 35% through the development of quantity estimation templates and a financial model that leveraged KPIs and historical project data to predict profitability
- Boosted profitability by 3% and bid success rate by 9% by thoroughly analyzing Bills of Quantities (BOQs) and leveraging should-cost modeling techniques to strategically optimize bidding prices
- Trimmed delays by 20% and ensured seamless execution across 3 projects by optimizing resource allocation through detailed project planning and strategic supplier selection aligned with project requirements

Project Engineer (July 2019 – October 2023)

- Achieved \$3M in cost savings by analyzing supplier capacity data, developing and implementing supplier scorecards, and communicating insights to management on weekly basis
- Reduced project delays by 15% and improved on-time delivery rates across 7 infrastructure projects by implementing a detailed work breakdown structure (WBS) to manage timelines, schedules, and milestones effectively
- Slashed excess inventory costs by 12% by optimizing procurement schedules through precise purchase cadence planning, along with demand-based forecasting and strategic sourcing
- Accelerated senior director decision-making time by 17% by compiling and delivering actionable insights from project reports, work orders, BOMs, weekly updates, site expenditures, and stakeholder feedback
- Cut operational costs by 6% by developing comprehensive tools like detailed cost reports, waste tracking systems, scrap and repair analyses, and spend analysis
- Reduced procurement delays by 20% and improved project timelines by managing over 50 RFQs, ensuring timely responses from subcontractors and suppliers

winAMR, Hyderabad, India

November 2020 - July 2024

Leading innovator in IoT smart metering company optimizing energy usage tracking and management for utility providers

Project Management Consultant

- Ensured on-time completion of a \$2M smart electrical meter deployment project by coordinating 8 electrical teams across multiple sites, streamlining communication, and implementing a centralized project schedule
- Reduced inventory holding costs by 15% and improved material availability by optimizing procurement schedules and coordinating with suppliers to ensure just-in-time delivery across multiple projects

SKILLS & ACHIEVEMENTS

Technical Skills: ArcGIS, Microsoft 365, AutoCAD, Advanced Excel, VBA, REVIT, MS Project, Primavera, Tableau, Power BIVolunteer Opportunities: Society to Aid Hearing - Led operations to set up 12 rural medical camps2019 - 2023Awards/Honors: Employee of the year (CIVET), Compassionate Service Leadership Award (SAHI)2022Professional Involvement: Graduate Supply Chain Management Association, Carey Consulting2019 - 2023Interests: Long distance running, Badminton, Content creation, Construction Technology2019 - 2023