

SAUMYA KANSAL

(Green Card Holder)

412-509-6559

skansal@tepper.cmu.edu

Pittsburgh, PA

EXPERIENCE

AMAZON

Sr. Program Manager, Process Improvement

Pittsburgh, PA

06/23 – Present

Change Management, Continuous Improvement, and Technological Innovation

- Lead and manage end-to-end change management practices within the heavy/bulky network collaborating with global partners.
- Leverage Gen AI to automate workflows to optimize operational tasks, documentation and achieve standardization.
- Led change management to maximize advanced packaging tech utilization, enabling \$35M in annual entitlements across 100K AMXL products.
- Drove continuous improvement and innovation in operations strategy, delivering over \$150M in savings.

Implementation, Governance, and Tracking

- Created and managed a Manager Gas Tank (MGT) to keep track of all changes (pilots/expansions) and protect the ops leaders' time to make their day more efficient. Reduced the time from 12-16 hours to 9-12 hours on average.
- Reduced the number of project intakes from three to one to create a more seamless process across the change management team and finance.

Operational Program/Product Management and GTM Strategy

- Led global benchmarking projects on returns and customer satisfaction, collaborating with 6 direct and 50 global partners, and presenting to C-suite executives.
- Led multiple projects from inception, driving GTM strategies to optimize heavy/bulky returns across global markets; managed timelines (Asana), budgets, and risks.
- Enabled profitable sustainability initiatives, delivering over \$75M in annual savings.

Lean Methodologies and Strategic Planning

- Analyzed millions of rows using SQL and advanced Excel to identify process gaps and plan effective operations strategies.
- Optimized operations through lean methodologies, including VSMS and root cause analysis.

Operational Strategy and Cross-Functional Stakeholder Management

- Reduced warehouse bin fullness by ~30M cubic feet by removing slow-moving inventory.
- Collaborated cross-functionally to resolve issues and identify \$15.6M in potential annual savings.
- Led a 100-member team managing a \$3B business.
- Drove million-dollar improvement projects with global and pan-American teams.

SK CONSULTING (Soft skills and personality development training firm)

Founder and Consultant

Delhi, INDIA

01/17 – 05/21

Business Strategy and Product Development/Design

- Identified market gap in soft skills; built and launched a profitable business addressing employer needs.
- Developed business plan, pricing, diagnostics, curriculum, and marketing; secured four contracts with three institutions and 200 students.

Problem Solving and Analytical Skills

- Created and analyzed diagnostic tests to identify client skill gaps and design targeted solutions.

Coaching and Mentoring

- Trained 500+ students in communication and soft skills; 96% secured internships or job offers.
- Used SWOT and STAR methods to help 94%+ students gain employment within three months of graduation.

Creativity and Innovation

- Designed experiential learning modules, boosting engagement by 97%.
- Created an English course for 130+ Mass Communication students, improving fundamentals by up to 96%.

Collaboration

- Co-developed training modules with other firms; improved employee performance by 87% per client data.

EDUCATION

CARNEGIE MELLON UNIVERSITY, TEPPER SCHOOL OF BUSINESS

Master of Business Administration – MBA

GMAT: 730/800

Pittsburgh, PA

05/23

- Concentrations: **Strategy, Organizational Behavior, Communications**
- Memberships: Tepper Consulting Club, Organizational Leadership Club, Tepper Women in Business
- Honors: Forte Fellowship, GSIA Class of 1989 Endowed Fellowship
- Pro-Bono Consulting: Strategized business growth for a non-profit mental health organization to increase reach 50X. Developed marketing and outreach processes and obtained buy-in to create pilot program.

GALGOTIAS UNIVERSITY

Bachelor of Arts in Journalism and Mass Communication

GPA: 9.05/10.0

Delhi, INDIA

05/17

ADDITIONAL INFORMATION

- **Pursuing PMP Certification**
- Leverage Gen AI to create tools and apps to manage budgets and help new mothers.
- Founded the five-member film-making firm; start to finish production; Increased the start-up's revenue by 15X.
- Interests: Writing novels and poetry, debating, singing, and dancing (10 years professional training in Kathak)