

SUNDEEP RAVICHANDER

Boston, MA | (774) 789 5118 | ra.sundeeep@gmail.com | [linkedin.com/in/sundeeep-ravichander/](https://www.linkedin.com/in/sundeeep-ravichander/)

EDUCATION

BABSON COLLEGE, F.W. OLIN GRADUATE SCHOOL OF BUSINESS, Wellesley, MA
STEM MBA (Business Analytics & Machine Learning) | President Analytics Club

Aug 2024 - May 2026

NITTE MEENAKSHI INSTITUTE OF TECHNOLOGY, Bangalore, India

Aug 2012 - Aug 2016

Bachelor of Technology | Mechanical Engineering, Student Formula Team Manager & Sponsorship Head

EXPERIENCE

Reckitt Parsippany NJ, USA

Reckitt is a global leader in health, hygiene, and nutrition products, with a strong focus on sustainability and consumer trust.

Procurement Co-op (AI & Product Strategy)

Jun 2025 – May 2026

- Defined and owned FY26 GenAI transformation roadmap, translating enterprise strategy into executable plans with measurable outcomes; delivered MVPs that scaled GenAI adoption across 3 cross-functional teams within 5 months.
- Reengineered fragmented manual processes by deploying Gen AI agents for supplier discovery and raw material intelligence, improving operational efficiency 20–25% across 70+ users helping speed up the sourcing cycle for Buyers in procurement.
- Drove \$4M in operational savings by scaling enterprise GenAI tooling (Copilot, Copilot Studio) from 0 to 100+ users designed and led the change management, enablement, and governance framework that drove adoption.
- Conducted process discovery across procurement workflows to identify operational gaps and build a use-case backlog; advanced 3+ digitization initiatives to pilot stage, reducing manual touchpoints and helping improve the efficiency by ~15%.
- Identified and remediated a critical KPI discrepancy across fragmented ERP systems (JDE, SAP, Anaplan, Salesforce), restoring spend visibility, eliminating manual reconciliation, efforts thereby reducing executive reporting efforts and time by ~25%.
- Delivered analytical insights for pricing to support supplier contract negotiations, for renewal contracts reducing price risk by ~10%.

Infosys BPM, Global | India

Infosys BPM is an end-to-end transformation services provider, addressing business challenges through integrated IT solutions.

Senior Associate Consultant- Solution Design

Oct 2021 - Jul 2024

- Led end-to-end solution blueprinting and stakeholder workshops with C-suite leaders (CXOs, CFOs), translating complex business requirements into clear transformation plans identifying transformation opportunities worth \$700K for AI implementation.
- Developed AI/ML solutions for analytics, process automation across retail and logistics sectors, growing the sales pipeline by 25%.
- Designed AI/ML-enabled transformation solutions across F&A process towers Procure-to-Pay (P2P), Order-to-Cash (O2C), and Record-to-Report (R2R) for global enterprise clients, addressing process inefficiencies, gaps and reconciliation pain points.
- Standardized POC delivery methodology across the team, reducing solution development time 30% through reusable templates, structured handoffs, and embedded checkpoints allowing for quicker turn around during RFP (Request for Proposal) cycle.
- Grew existing accounts by deploying AI/ML solutions to transform F&A processes, increasing client operational efficiency by ~20%.
- Mentored new recruits, created a curriculum, increasing efficiency by ~20% allowing for quicker induction into workforce.

Marlabs, USA, India

Marlabs is a Salesforce Summit Consulting Partner, helping enterprises with implementation and customization of Salesforce solutions.

Business Analyst

May 2021 – Sept 2021

- Led implementation for a greenfield Salesforce Lightning deployment for a national client driving adoption across 200+ users.
- Facilitated stakeholder 20+ workshops, product demos, and training sessions across clients, enabling seamless CRM adoption
- Reviewed Statements of Work (SOWs), proactively identifying scope creep, delivering the build ahead of schedule by 2 weeks.
- Created additional avenues for billing by identifying change requests, and deviations from SOWs yielding 20% additional revenue.

Software Engineer

Sept 2017 - Apr 2021

- Led the quality team for a Salesforce upgrade for a major pharmaceutical company delivering ahead of schedule by 3 weeks.
 - Evaluated and benchmarked process automation tooling (TOSCA), developing POCs and presenting to senior leadership to secure buy-in for enterprise-wide adoption enhancing quality efficiency
 - Led software engineering quality efforts for a U.S. consumer lending platform, supporting delivery of loan origination workflows, application processing, helping digitalize the lending processes using Salesforce for the clients enabling digital transformation.
 - Worked closely with Business Analysts to help design sprint plans helping deliver the build ahead of schedule.
-

CONSULTING PROJECTS

Babson Consulting Experience (Jan 2025 – May 2025): Advised a B2B Marketing Automation & CRM client on growth strategy; conducted competitive intelligence across the CRM landscape, identified 3 high-potential product expansion opportunities, and delivered an executive-level strategic roadmap to senior leadership with phased go-to-market recommendations.

ADDITIONAL INFORMATION

Certification: Salesforce Admin, Certified Scrum Master, Celonis Foundation

Skills & Technical Aptitude: Python, SQL, R, Power BI, Tableau, Copilot Studio, N8N, Six Sigma yellow belt

Transformation: Process Redesign, Change Management, Executive Reporting, Gen AI, Transformation Solutions Consulting