

# Insiya Burhanpurwala

## Food and Beverage Manager

Mumbai, Maharashtra

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Expertise in strategic planning fostered over 2 years of consistently increasing sales revenue. Proven skills in creating and executing quality and hygiene development strategies by aligning market conditions and customer demands to catapult sales forward. Attentive to company strengths and requirements, effectively balancing goals and resources to achieve dramatic results.

## Work Experience

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### EXECUTIVE GENERAL MANAGER

DATTATREY Enterprises, DG Fresh's - Mumbai, Maharashtra

August 2020 to Present

India

- R&D and Product development in Fermented Traditional Indian Breakfast Range (Idli And Dosa Batter)
- Implemented HACCAP and FosTac Trainings throughout the manufacturing unit for increased food production along with overall hygiene maintenance
- Established application & project planning ability utilizing creativity, innovation & presentation skills to provide best in class support to IFF clients
- Constantly evolving knowledge of ingredients, customer bases, processes & flavor interactions in associated category applications
- Under direction, executes bench-top experiments and formulation work, nutritional and component analysis, specification writing, shelf life studies, consumer studies, and/or sensory studies
- Monitored customer buying trends and market conditions to adjust strategies and achieve sales goals
- Applied effective marketing concepts and monitoring of KPIs to increase revenue and Supports pilot plant trials; prepares samples for processing, operates processing and/or packaging equipment, and collects data
- Applied effective SOPs to develop sustainable and hygienic working balance in manufacturing unit

### QUALITY ASSURANCE FOOD TECHNOLOGIST

Pastonji Ice-creams Pvt. Ltd - Mumbai, Maharashtra

June 2019 to August 2020

India

- R&D for Bubble-gum Marshmallow Delight under new-ice-cream Research and development project
- Interfaces with ingredient suppliers; orders ingredients and requests documentation
- Addressed problems in proactive and knowledgeable manner to maintain and enhance client satisfaction
- Prepares, packages and sends product samples to clients and outside laboratories for evaluation and testing
- Formulate and Develop foods and supplements including: powders, ready-to-drink, and ready-to-eat items. Includes: formulation, validating ingredient and ingredient vendors, preliminary costing and preparing nutritional and supplement facts panels
- Create and flavor prototypes
- Learns and demonstrates departmental procedures and policies
- Strong knowledge on food science and Legal/Regulatory

### **FOOD ANALYST AND ENGINEER**

Vegico India, FUDKOR Pvt. Ltd - Mumbai, Maharashtra

August 2019 to December 2019

India

- Profitably increased the sales of Ready to cook spices and Masalas by 18% in first 4 months of resumption through the acquisition of new clients and expansion of existing relationships
- QA and QC In-charge of the Lab
- Introduce new flavors and improve the existing Masalas and Ready to Cook recipes in the manufacturing unit
- Visit Manufacturing unit thrice a week to inspect the hygiene and quality standards in manufacturing unit at Pune, India.
- Targeted new markets and increased sales by 16% through proactive sales and negotiation techniques
- Conducted market research to attract clients in new territories
- Support sales and marketing groups by developing new and creative prototypes for demonstrating the company's flavors through both project work and presentations
- Monitored customer buying trends, market conditions and competitor actions to adjust strategies and achieve sales goals
- Demonstrated products and specific features at customer locations and special events
- Used consultative sales approach to understand customer needs and recommend relevant offerings

### Education

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#### **Bachelors of Technology in Food Science and Processing Technology**

SNDT Women's University - Mumbai, Maharashtra

June 2015 to April 2019

## Skills / IT Skills

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- SKILLS
- Business development
- Manufacturing and R&D skills
- Team leadership
- Client acquisition and retention
- Process improvement
- Effective communication
- QA and QC expertise
- Performance evaluation
- Strategic thinking
- Food Safety planner

## Languages

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- English - Expert
- Hindi - Expert
- Gujarati - Expert
- Marathi - Intermediate
- Urdu - Expert
- Arabic - Intermediate

## Online Profile

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<https://www.facebook.com/insiya.burhanpurwala.786/>

<https://www.linkedin.com/in/insiya-burhanpurwala/>

<https://youtu.be/45Wmj0acHXE>

## Awards / Achievements

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### **Intercollegiate Debate**

November 2016

- Won Intercollegiate 'DEBATE' competition held by INDIAN OIL on 5th November 2016 in VIGILANCE AWARENESS WEEK

### **ACE THE TASTE**

August 2018

- Awarded II Prize at 'ACE THE TASTE' competition at LUMINISCENCE Academic Science Intercollegiate held by Department of Biochemistry AT SVKM Mithibai College of Arts and Science on 8th August 2018.

### **Intercollegiate Debate Competition**

August 2019

- Won Intercollegiate Debate Competition held on 8th August 2019 By Indian oil ltd. On the grounds of Women's Safety.

### **Anchoring for Hunar Business Network**

January 2021

<https://youtu.be/45Wmj0achXE>

MEDIA COVERAGE : Atal Suraksha News, Mumbai

## Certifications and Licenses

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### **Food Safety Supervisor**

March 2020 to Present

- Food Safety Supervisor Certificate of Competence in Manufacturing as Food Safety Supervisor conducted by SafeFoodz solutions by FOSTAC. (Certification no.:BMA10031260568 on 06/03/2020.

### **Dairy Products Processor (QP No.- FIC/Q2001)**

September 2020 to Present

- Dairy Products Processor (QP No.- FIC/Q2001) conforming National Skills Qualifications Framework LEVEL 5 on 15/09/2020 by SKILL INDIA - FICSI (National Skill Development Corporation NSDC India)

### **Research in Elsevier Alfred Nobels**

February 2020 to Present

Research in Elsevier Alfred Nobels, Vej 21c, Alberg Denmark as a Junior Research Intern, successfully completing research for Autonomous Generations of Renewable Energy resource from glucose sugar dated from 12th October 2019 to 20th February 2020 by ELSEVIER Researches And Relix Group.

## NGO, Non-Profit / Student Organizations

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### **NSS**

April 2016 to Present

National Service Scheme(Mumbai University) India member.