



Amol Nayak, Bradley University
IAC Alumni-2007 Graduate

IAC Skills translate to success in more than just engineering positions.

Amol Nayak appreciates all that he learned in the IAC and recognizes that he uses his IAC education every day in his current position as a Senior Buyer at Outerwall, Inc. the company behind brands including Redbox, Coinstar, and ecoATM. The energy efficiency inclination he brings to his job as well as his communication capabilities stem from his IAC experience.

The IAC taught Amol how to communicate. He notes “being able to write properly when composing emails, crafting presentations or preparing reports is essential to success in a professional environment.

You can work hard and be technically solid, but if you cannot express yourself, you will be pigeon holed where you are. However, if you can communicate effectively you will excel.” Amol states, “It is one thing to sit at your desk and work to solve problems, but to be able to go to the customer and communicate the issues and solutions is quite another thing.” He credits the IAC directly with sharpening his ability to clearly express himself in both a verbal and written setting and notes that participating in the IAC not only teaches students how to speak with a broad range of personnel but also how to put ideas down in writing.

Calculating a payback period is another area where Amol puts to practice what he has learned in the IAC. Rate of return is an important aspect of a business decision that can be overlooked by those who do not fully understand the concept. “Assessing the return on investment as it applies to a particular item in procurement or energy efficiency recommendation is something I saw as important very early on in my career.” Being able to say “yes, I know what an internal rate of return means and how it applies in decision making” has given Amol a competitive edge.

Amol is a mechanical engineer who doesn’t work in the engineering department. After leaving Bradley University with a Master’s Degree in Engineering Management, he accepted a position in global procurement department at Caterpillar. At Caterpillar he was exposed to a world class procurement and supply chain. In 2011 he accepted a position as senior Buyer at Outerwall Inc. At Outerwall Inc. with a smaller team Amol was able to pursue sustainable sourcing. Amol enjoys procurement because it has a business aspect to it as well as a technical element. By applying his technical expertise and IAC education to his procurement role, Amol has come to be relied

“Amol has been a critical partner in helping Outerwall reach our sustainability goals. His positive spirit, creativity and problem solving skills have added great value to our Corporate Responsibility Efforts. We are lucky to have him on the team.”

**Nicole Trimble, Senior Director, Corporate Responsibility
Outerwall, Inc.**

on as the expert on sustainability within his company. The efficiency and sustainability inclinations he brings into procurement are exemplified through his implementation of an e-waste recycling program. Prior to Amol’s arrival, the company was paying a service to dispose of unused equipment. When Amol came on board he located a vendor that would purchase outdated and unneeded computers from the company. Thus, by taking a sustainability approach, he has been able to take a liability and shift it to an asset for his company. Whether it be sourcing the proper vendors to incorporate sustainability and efficiency principles into procurement or effectively communicating with clients, peers and supervisors, Amol credits his IAC education with helping him develop the knowledge, skills and abilities he now puts into practice every day in his career.

Amol was a hard- working and brilliant student. He graduated with a 3.9/4.0 GPA. He was a co-author on a paper with me. He presented this paper entitled "Oxy-Fuel, Air Fuel, and Hybrid Combustion Technologies" at the American Council of Energy Efficient Technologies Conference, 2007. He is a good communicator, optimistic, and a person with a positive attitude. Above all he is a team player.

Dr. Paul Mehta, Director, Bradley IAC