



ABHISHEK SAJIKUMAR NAIR



Nashik, Maharashtra



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PROFESSIONAL SUMMARY

Results-driven MBA graduate with two years of professional experience. Proven ability to analyse complex business challenges, develop strategic solutions, and implement effective plans to drive organizational success. Adept at leveraging strong analytical and problem-solving skills to optimize processes and enhance operational efficiency. Demonstrated leadership and team collaboration through successful project management and cross-functional coordination. Possesses excellent communication skills, both written and verbal, to convey complex concepts to diverse audiences. Seeking a challenging role to apply my business acumen, strategic thinking, and leadership capabilities to contribute to the growth and success of a dynamic organization

EXPERIENCE

STORES AND SPARES EXECUTIVE – APRIL 2023 TO

JANUARY 2024

PARAM SERVICES, NASHIK

- The primary responsibility was to efficiently manage and oversee the inventory of goods and spare parts within the organization. This role demanded a keen understanding of supply chain management, procurement processes, and inventory control to ensure the smooth functioning of operations.
- Regular analysis of usage patterns, sales forecasts, and production schedules to determine the appropriate quantities of items to be stocked.
- Responsible for sourcing and procuring spares and supplies.
- Negotiation with suppliers, assessing the quality of goods, and ensuring timely deliveries and collaborate closely with various departments to understand their requirements and preferences, ensuring that the organization receives the best value for its investments.

- Strive to optimize procurement processes, negotiate favorable contracts, and explore opportunities for bulk purchasing to achieve cost savings alongwith prioritizing quality to ensure that the organization receives reliable and durable spares and supplies.
 - Tracking the movement of goods, monitor stock turnover rates, and provide real-time data for informed decision-making.
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SENIOR PROCESS ASSOCIATE – FEB 2023 TO MARCH 2023

TATA CONSULTANCY SERVICES, MUMBAI

PROCESS ASSOCIATE – FEB 2022 TO JAN 2023

DIVERSE LYNX PRIVATE LIMITED (WORKING FOR TATA CONSULTANCY SERVICES)

- Monitor and improve production processes for manufacturing companies.
 - Assessing the effectiveness of existing process systems notably renewable and non-renewable energy (Renewable resources include timber, wind and solar).
 - Collecting data from the sources and updating the portal helps the team to work on it further.
 - Searching for news stories about where the project is planned, when it is under construction, when it is operating, and when it is shut down and updating of the same on the portal.
 - Assessment of overall production quality and compile process reports.
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ACADEMIC CONSULTANT – OCT 2021 TO DEC 2021

TOPPR TECHNOLOGIES LIMITED, MUMBAI

- Accomplished in presenting and promoting educational products and solutions effectively, demonstrating a deep understanding of curriculum requirements and aligning offerings with institutional goals.

- Experienced in collaborating with cross-functional teams to customize sales strategies, create targeted marketing campaigns, and provide valuable insights for product development..
 - Known for exceptional communication skills, both written and verbal, facilitating effective communication with educators and administrators
 - Strong analytical and problem-solving skills enable me to identify opportunities for improvement and innovation within the academic sales process.
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DEPUTY MANAGER – FEB 2021 TO JUNE 2021

ICICI BANK LIMITED, MUMBAI

- Effectively managing day-to-day operations, overseeing staff, and ensuring compliance with regulatory standards.
 - Demonstrate expertise in driving business development initiatives, cultivating client relationships, and expanding the bank's customer base.
 - Accomplished in implementing strategic plans to achieve organizational goals, improve operational efficiency, and enhance overall customer satisfaction.
 - Skilled in leading and motivating teams to deliver exceptional customer service while meeting performance targets
 - Experienced in collaborating with cross-functional teams, including finance, marketing, and risk management, to develop and execute successful business strategies.
 - Known for effective communication and interpersonal skills, fostering positive relationships with clients, stakeholders, and team members
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EDUCATION

MUMBAI UNIVERSITY, INDIA – 2021
MBA IN MARKETING

SAVITRIBAI PHULE PUNE UNIVERSITY, INDIA – 2018
BBA IN MARKETING

SKILLS

- Data Analysis
- Microsoft Excel, Word and Power Point
- Conflict management and Problem Solving.
- Time management.
- Meetings and Presentations
- Dedicated team player.
- Team Building.
- Quick Learner.
- Good verbal and communicative skills.
- Flexibility and Adaptability.
- Multilingual.

LANGUAGES

- English
- Hindi
- Malayalam
- Marathi

ACCOMPLISHMENTS

- Provided with Internship at Caprihans India Limited.
- **SAP – Sales and Distribution** course completed from Henry Harvin Institute.
- Volunteered and presented Research Paper in International Conference Meet in Thane, Mumbai.
- Participated in the State Level Football Tournament representing Maharashtra.