

ROHIT GOYAL



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Summary:

- B.E. **Bio-Technology** (Panjab University)
- Working as a **Head – Business & Operations** in **Guarented**.
- **5 years'** experience in facets like Strategic Planning, B2B Sales, Lead Generation, Operations, Customer Relationship and Analytics

Strengths: Perseverance, Versatility, Conviction, Goal-driven

PROFESSIONAL WORK EXPERIENCE

GUARENTED		Head- Business & Operations	Nov'16- Present
Strategy & Execution	<ul style="list-style-type: none"> Generated two Topline Revenue streams via Rental Business of refurbished items and In-house production of goods Articulated Value proposition & Business Benefits to prospective clients for successful customer conversion Single-handedly collaborated with Quikr, Urban-ladder, Godrej, Reliance Digital and NestAway as Business partners Defined growth Strategy for operational success of Partnerships, Alliances and new Business Launches 		
Initiatives	<ul style="list-style-type: none"> Lead prospecting & qualification for New Strategic Account addition & Business development in Bangalore Region Developed Weekly performance Reports across departments to facilitate cross-functional Reviews Designed Go-to- Market (GTM) Strategy for Refurbished goods; Maximized Customer engagement, Revenue & ROI Demonstrated commendable people skills with Distributor & Partner Network to accelerate Business Expansion 		
Operations	<ul style="list-style-type: none"> Manage B2C Direct Sales; Categorize inventory, Make products live and Manage Order scheduling & fulfilment Ensure 100% Checkpoint on Quality control (QC) parameters in Warehouse to make the product "Ready-to-ship" Procured Products worth INR 4 Cr in last 14 Months under Appliances and Furniture Category to cater B2B Clients On-boarded 100 new local vendors to accelerate Rent Business Profit Margins 1.5 times more than previous FY Introduced daily scrum for delivery guys to increase fulfilment efficiency by 150% over span of last 6 months Ensured Production capacity of 150 Furniture items worth INR 40 lac monthly basis by effective resource optimization 		
Partner Associations	<ul style="list-style-type: none"> Urban Ladder: Channelized 20% return rates to procure goods at 40% MRP so as to ensure ~1.5 lac bottom line margin Amazon: Receive around 2-3 daily orders with an ASP of INR 25k; Accomplished Top line Sales of INR 30 lac in 3 months Flipkart: Ensured 60% reduction in sourcing cost by signing deal to procure 'Prexo' – Second-hand products Quikr: Listed Refurbished Electronic Appliances on the Website as "Quikr Certified" Products ensuring Quality NestAway: Achieved Business turnover of around INR 20 lac on monthly basis under Selling model vertical ZoloStays & StayAbode: Established as Key Vendor for all their furniture Requirements; Monthly cumulative Sales 10 lac Megha Biryani: Delivered standard furniture requirements across all outlets with Monthly Business turnover of 10lac SleepWell & Duroflex: Procured 200 & 1100 mattresses respectively with Average selling price (ASP) worth INR 2500 		
Performance & Financial Impact	<ul style="list-style-type: none"> Handle Net business worth INR 3Cr annually with a team of 40+ direct Reports; Acted as liaison among 6 teams Successfully negotiated & closed deals; Built Sales pipeline worth INR 2.4 Cr from Renting Business Contributed in achieving 95% of the total Revenue target set for the Selling Business in FY 2017-18 Enhanced Revenue by 60% in 4 months by selling Refurbished and Unboxed products on different platforms 		
CORPORATION BANK		Assistant Manager	Dec'15 - Nov'16
Achievements	<ul style="list-style-type: none"> Increased Branch Business size by 50% more; Achieved 70% Client conversion Ratio for Loan on Fixed Deposits Initiated programs to include 8.2k people under the umbrella of Bank-Deposits to raise value up to INR 15Cr '2016 Awarded recognition as "Best Officer" with an attorney of a Branch manager to conduct surprise inspections Pioneered Loan disbursement scheme of ~5 lac per 10 people group to propagate Small Business among village youth Streamlined processes to resolve Customer Queries in time; Responsible for budgeting the Bank Expenses 		
MOHIT COAL CORPORATION		Operations Head	June '13 – Dec'15
Leadership & Ownership	<ul style="list-style-type: none"> Led 15 member team for continuous service improvement to get better fuel for Industrial Clients & Energy plants Managed entire Logistics Value Chain from Purchasing, procurement, diagnostics to Warehousing & transportation Enabled an integrated supply chain connecting Suppliers, Manufacturer, Distributors and Industrial sourcing Units 		
Achievements	<ul style="list-style-type: none"> Achieved 50% Return on Investment (Rol) in first year of Operations by on-boarding more Business clients Generated Value around INR 1.2 Crore Top line Sales by expanding in South and North-eastern parts of India Suggested & procured Petroleum Coke of high calorific value for Reliance industries Ltd. for contract worth 50 lac 		

ACADEMIC DISTINCTIONS & EXTRA-CURRICULAR ACHIEVEMENTS

Creative Head	<ul style="list-style-type: none"> Facilitated Magazine and Posters design; Started Weekly Newsletter; Organised Summits & Educational Trips Handled Budget Worth INR 20 lac to organize Events via Corporate engagement & Industry Relations initiatives Administrated Educational Trip to National institute of Oceanography- Goa & Water mgmt. project Institute- Nainital
Sponsorship Head	<ul style="list-style-type: none"> Got Sponsorship from IndSwift Labs and GOI Scientific & Industrial Research Council for Biotechnology Summit Garnered Sponsorship Worth INR 3 lac for Bio- Camp Tech festival; Spearheaded 15+ team members to pitch for Tata Docomo (1 lac), Bull's Eye MBA institute (1 lac), Dainik Bhaskar (INR 50k), L'Oreal Salons (INR 50k)
Honours and Awards	<ul style="list-style-type: none"> Awarded INR 1 Lac by Former Governor of Punjab – Shiv Raj Vishwanath Patil to scale up Bioreactor project Recognised during National Conclave '11 to construct sustainable Bio-tech Model for renewable energy generation
Paper Presentations	<ul style="list-style-type: none"> Presented Paper on "Recent advances in Chemical Science" in International Conference of Biotechnological Scientists Presented Bio-gas Plant Model in front of esteemed Panel from Collectors' office to advocate Bio-energy consumption Published Interview on "Journey as Board Member of SBE" in yearly Magazine named Bio-Genesis - 2013
Scholastic Achievements	<ul style="list-style-type: none"> Awarded 99/100 (X Board) & 81/100 (XII Board) in Mathematics; Secured AIR - 938 in GATE BioTech '2013 Among top 5% in National Science Olympiad & International Maths Olympiad affiliated by CBSE & British Council Mentored 2000+ people across India on Biological Engineering through Digital enabled Mobile Quiz platform '10
Position of Responsibility	<ul style="list-style-type: none"> Elected Captain- Basket Ball Team: Established record of winning 70% of total 30 matches organised during tenure Elected as Core Board Member of Society for Biological Engineers (SBE) powered by American Association Cultural Head – Tech Fest: Coordinated and Managed the Entire event with footfall of around 1000 People

KEY SKILLS AND COURSES

Business Development	Brand Management	Distribution Channel Management
Project management	Strategic Planning	Key Accounts Management
Corporate Sales	Lead Generation	Direct Marketing
Excel / C / C++ / MS Office	Data Analytics	Operational Research

LIVE & ACADEMIC PROJECTS

Cost Optimization project	<ul style="list-style-type: none"> Succeeded in extracting bio-fuel from Algae in a temperature controlled environment of Bio-reactor Setup Used Phyto technology enabled by LED Lights to create sunlight Wavelength for growth of Photosynthetic organisms Recommended 20 times Cost reduction for large Industry level scale-up; Demonstrated 50% increase in Efficiency
Quality Control	<ul style="list-style-type: none"> Supervised Quality Control in 6 labs of Nectar Life Sciences to ensure streamlined Sterilization process Published results through Check-points such as Moisture percentage, Chemical composition & reactions Reduced Sample return-rates from Cipla and Ranbaxy Laboratories by 95%; Nullified defect percentage

EDUCATIONAL BACKGROUND

Year	Board / University / Institute	Degree/Examination
2009 - 2013	B. E. (Bio Technology)	U.I.E.T. Panjab University, Chandigarh
2007	Class XII (CBSE)	Tiny Tots School, Ganganagar
2005	Class X (CBSE)	Bihani Children's Academy