ABHIJITH UPADHYA

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WORK EXPERIENCE

Assistant Manager – Vital Paper Products Pvt. Ltd.   *Jul'24 – Present*

Reporting to the General Manager and working alongside the procurement, production and sales team.

- **Analytics and Operations** – Leading the pan India analytics and operations for smooth functioning between the procurement, production and sales team.
  - Utilized historical data and machine learning algorithms to predict demand patterns. Integrated market trends and seasonality factors into our forecasting models. **Achieved** an **87% accuracy** rate in predicting raw material needs 13 days in advance.
  - Reduced lead times for raw material orders by an average of **10 days**. Improved on-time delivery rate from **84% to 93%**. Reduced average order fulfilment time by **4 days**.

Assistant Manager – Product, Analytics, Sales| Waycool Foods and Products Pvt. Ltd.   *Sept'21 – July'24*

Reporting to the Business Head and worked across teams to conceptualize and implement robust sales enablement products.

- **Analytics** – Spearheaded the analytics initiative for the Bangalore sales team which involved generating Alteryx workflows.
  - Managed the analysis and reported the performance of more than 100 SKUs under 4 different brands to help management to make decisions on product placements.
  - Implemented a beat assignment system to **optimize salesman routes** and increase productivity, resulting in a **20% reduction** in weekly travel time and a **15% increase** in order accuracy.
- **Order Management System** – Oversaw the development and enhancement of an order management website, enabling users to place orders, generate invoices, manage deliveries, and collect payments seamlessly.
  - Developed customized reports and dashboards in **tableau** to provide real-time insights into **sales** performance and potential areas for improvement.
  - Carried out training sessions and provided ongoing support to users to maximize adoption and utilization of the platform, resulting in a **46% increase** in order volume, payment updating and revenue.

Software Developer L1 | Robosoft Technologies Pvt. Ltd.   *Jul'17 – Jul'19*

Reported to CTO for improvements in the Official website.

- Collaborated closely with the **UX/UI designers** to ensure a seamless and visually appealing user experience.
- **Developed** and **maintained** user-friendly web applications, ensuring cross-browser compatibility and mobile responsiveness.
- **Created** dynamic and interactive user interfaces using HTML, CSS and JavaScript with Angular as framework.
- **Led** the team to build the **company's intranet website** and maintained the organization's official website and saved **₹. 4 L+** for the company annually.
- Worked closely with members of the product team to successfully **implement new feature** developments.
- Contributed to the implementation of **A/B testing** to enhance user engagement and conversion rates.

INTERNSHIP & CERTIFICATIONS

Indian Institute of Technology – Roorkee | Business Analytics   *Jan'24 – Aug'24*

Robosoft Technologies Pvt. Ltd. | Intern   *Jan'17 – Apr'17*

Reported to the CTO for helping clients improve their business performance by technology-driven communication solutions.

- Build an application that served as a platform to showcase and promote the vibrant local culture of the Udupi Region.
- Onboarded **4,500** local artists, musicians, writers, and entrepreneurs to showcase their work on the platform.
- With **~10,000 downloads** it also offered a personalized experience, allowing users to customize their preferences and receive tailored recommendations based on their interests.

EDUCATION

Sri Sathya Sai Institute of Higher Learning |MBA | CGPA: **7.4/10**   *Aug'19 – Jul'21*

- **Sports** | University Cricket Championship winners 2019-2020
- **Design** | Top Design Award for the best Product Design – 2020
- **Social Responsibility Volunteer** | A village outreach program covering rural areas of Anantapur.

N M A M Institute of Technology | B.E | CGPA: **8.66/10**   *Aug'13 – Jul'17*

- **Branch Secretary | VISTA** (15-17) – Annual festival with around **25+** colleges across the state, managed a footfall of **1000+** students.
  - Led a team of **15 members** by ensuring coordination among volunteers and **operationalizing 10 events** across 6 days of fest.

SKILLS

Alteryx Designer Core Certified | Alteryx
Tableau
Jira
MS Excel | Intermediate