ABHISHEK KOHLI

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**Front-End Developer |Data Analyst |MS in Data Science**

Success-driven and passionate professional with strong skills in overseeing complex Data, performing thorough assessments and mining data, and facilitating customers to leverage Data. Well-developed understanding to streamline data collection processes, craft algorithms, and monitor sales pipeline stages. Proficient in maintaining data quality, amplifying the performance of Salesforce systems, and administering database maintenance operations. Target-oriented individual with expertise in assessing problem areas and offering recommendations to increase efficiency and productivity. Demonstrated capability to lead complex businesses with limited resources, budget, and staff. ***Proven expertise in:***

|  |  |
| --- | --- |
| * Front-End Web Development * React JS, Tailwind Css * Data Mining & Collection * Data Analysis & Maintenance * Data Analysis, and Insight * Retail Merchandising, Product Planning | * Process Improvement * Customer Service Management * Team Leadership & Guidance * Retail Analytics |

# EDUCATIONAL BACKGROUND

**MS in Data Science |** Liverpool John Moors University, UK, Ending year: 2024 **PGD in Data Science |** International Institute of Information Technology, 2021 **BSc. In Hotel & Hospitality Administration |** NHMCT/IGNOU, 2007

# PROFESSIONAL EXPERIENCE

## Manchester 235 – Manchester, UK Poker dealer, 2022 to Present

*Provided hands-on support to supervisor in poker desk management, create the game more entertaining for clients, and oversee poker tournaments and cash games as per instructions.*

**Grosvenor (Didsbury) – Manchester, UK Croupier & Poker dealer**, Jan to June ,2022

*Provided hands-on support to supervisor in poker desk management, create the game more entertaining for clients, and oversee poker tournaments and cash games as per instructions.*

Ensure stringent adherence to all policies and procedures while gathering and rewarding bets and exchanging cash. Receive and Distribute cash chips, and Shuffle cards by hand. Inform irresponsible behavior and announce the closing of the betting round.

### Key Contribution:

* Cultivated strong relationships with clients by meeting customer demands and amusing customers on the gaming floor while adhering to company protocols.

## Lloyd Electronics – Noida, India (2017 to 2021)

**Product Manager (A Global Consumer Durable Products Manufacturer),** 2019 to 2021

*Managed cross-functional teams and comprehend product selling points.*

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Coordinated seamless launch of the vertical by preparing New Refrigerator Product line-up in collaboration with major stakeholders. Launched product line of 49 new SKU's and drove 12% Revenue by integrating R&D, Design, QA, & Service. Build new compelling templates for products by coordinating with Vendors. Identified product gaps and created new product ideas.

### Key Contribution:

* Formulated product pricing and positioning strategies and collaborated with PR and marketing teams to handle product launches.

## Operations Manager (A Global Consumer Durable Products Manufacturer), 2017 to 2021

*Led new developments in IT and business processes by developing and executing groundbreaking strategies.*

Conducted detailed evaluation on the migration of CRM from SAP Legacy to Salesforce by serving Sales Force Administrator's roles and responsibilities in the project. Directed smooth integration with IT, Finances, Accounts, SCM, HR & Sales, and Marketing. Ensured and completed successful integration with IT, Accounts & Finance within 11 months.

### Key Contribution:

* Streamlined hands-on implementations of the end-to-end operation of Cash to Customer cycles & Demand to Delivery process for Lloyd Business.

## Ess Gee Retail Pvt.Ltd – New Delhi, India

**Retail Manager (Adidas & Reebok),** 2015 to 2017

*Led recruitment and provided professional development training to workforce on marketing strategies, planning forecasting, budgeting, and workflow development.*

Facilitated sound data-backed decision-making to attain optimal outcomes. Generated annual business of 20 Crores by formulating and administering Buying & Merchandising, Training & store operation for 25 EBO. Maintained the attractive display of the store by designing and implementing creative visual merchandising plans and layouts.

### Key Contribution:

* Mitigated costs/Opex by 28% in two years, propelled business growth by 21% YOY, and modified expenses through leveraging data.

## CORNELIANI – New Delhi, India Fashion Consultant, 2014 to 2015

*Maintained exceptional customer experience by handling MTM requests of customers and guiding tailors.*

Provided progressive instructions to team members on best-in-class practices of bespoke/ MTM techniques. Fulfill customer preferences regarding body type, and price range, for the specific occasion by rendering tailored recommendations on individual pieces, whole outfits, and colors, styles, and fabrics boosted company sales by selling merchandise.

### Key Contribution:

* Slashed buying costs by 12.5% by examining trends, forecasting sales, optimising arrival timelines, and improving merchandise buying.

## HG Retail Solutions Pvt. Ltd – Maharashtra, India

**Retail Manager (United Colors of Benetton),** 2011 to 2014

* *Fostered the performance of team members by directing, leading, and motivating towards work excellence and professional development.*

Cultivated strong relationships with clients by delivering excellent services, such as responding to inquiries, handling complaints, and resolving issues. Managed daily cash-related operations and business accounts to improve business cash flow and productivity.

### Key Contribution:

Amplified Retail Stores performance and enhanced sell-through by approximately 68% season on season by predicting sales and buying market trends.

# ADDITIONAL EXPERIENCE

Store Manager (Men’s), The Heritage **|** Assistant Manager Louis Philippe, Aditya Birla Nuvo Ltd

# PROFESSIONAL DEVELOPMENT

Salesforce Certified Administrator (ADM-201) **|**

Personal Functional License**|**