



# ABHEEK KU. CHAKRABORTY

## Program Management/ Supply Chain Professional

A seasoned leader with 9+ years of experience setting up businesses and contributing towards 0-1 & 1-10 growth with key accountability of Program Management, P&L Management, Revenue Generation and Business Development.

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### PROFILE SUMMARY

- ❖ A versatile and seasoned Business Leader with a track record of spearheading cross-functional teams to drive the bottom line and accelerate growth across renowned companies and start-up firms. Worked as a founding member of a Startup company.
- ❖ Worked as Troubleshooter for the organizations
- ❖ Having versatile industrial experiences. Exposed to E-commerce, Fintech, Real Estate and EPC (Industrial Construction)
- ❖ Had **considerable success** in professional journey so far and have always loved taking on challenges that are new and ahead of its curve.
- ❖ Resourceful in planning the **overall program** and monitoring the progress to ensure that milestones are being **met across various projects and programs**.
- ❖ Expertise in managing the **risks and issues** that might arise over the course of the **program life cycle** and take measures to correct them when they occur.
- ❖ Workable knowledge in Scrum and Agile Methodology.

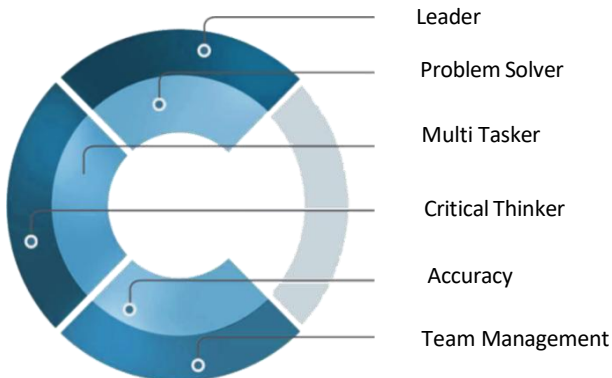


### CORE COMPETENCIES

- |                               |                               |   |
|-------------------------------|-------------------------------|---|
| ▶ Program/ Project Management | ▶ Supply Chain/ Procurement   | ▶ Stakeholder Management  |
| ▶ Data/ Spend Analysis        | ▶ Vendor Engagement           | ▶ Strategic Leadership & Team Management                                |
| ▶ Business Development        | ▶ Scrum and Agile Methodology | ▶ Failure Mode and Effect Analysis (FMEA) and Root Cause Analysis (RCA) |



### SOFT SKILLS



### EDUCATION

- ❖ **2019:** Successfully completed General Management Program for Young Managers from **Indian Institute of Management- Bangalore (IIM-B)**
- ❖ **2017:** MBA (**Operations**) from Sikkim Manipal University
- ❖ **2013:** B.Tech.(Electrical & Electronics Engineering) from Trident Academy of Technology), Bhubaneswar

### CAREER TIMELINE





## WORK EXPERIENCE

**Apr'23-Till Date, KapitalKart, Gurugram; Designation: Head-Alliances**

- ❖ As a founding member, formed the company from the scratch. Intensively worked towards strategic Account Management and Market Expansion in new category and Geography to facilitate International Trade finance.
- ❖ Responsible for setting up and P&L
- ❖ Onboarded **250+ Brockers** and **50+ suppliers**. **Credit Limit worth \$25 M generated with disbursed fund worth \$7 M inspite of various Geo-Political turmoil.**
- ❖ Recruited **10+** sales representative at various levels and ensured maximum productivity as per the market scenarios.
- ❖ Partnered **12+ Funders** with almost 100% engagement Month on Month.

**Sep'22-Apr'23, Stanza Living, Gurugram; Designation: Program Manager-Sales**

- ❖ Assisted Senior VP for Daily operations and monitoring and coordinated with various departments on his behalf.
- ❖ Managed various Programs, currently leading Cost Optimization program for one of the products. Achieved **11.2%** cost saving till LWD.
- ❖ Maintained Inter Department coordination (**Legal, Marketing, Finance, Development**) for bottleneck removals and the TAT improved from **24 days to 18 days**
- ❖ Extensively worked as Troubleshooter for day-to-day operations, managed multiple stakeholders.
- ❖ Reduced property churn by **48%** by streamlining the go-live & rental payout process.
- ❖ Managed to perform **O&M program** efficiency to **60%** over a period of 3 months.
- ❖ Preparation of GTM strategies and analyzing cost and spending data for comprehensive reporting on risk and opportunity; planning and designing the program and proactively monitoring its progress, resolving issues, and initiating appropriate corrective action
- ❖ Performed cost analysis for the supply rates and properties; impacted cost reduction by **12%**

**Sep'20-Sep'22, PhonePe Pvt. Ltd. (Part of Walmart), Bengaluru, Designation: National Sales Analyst & Program Manager**

- ❖ Assisted National Head Sales (My Manager) to make Sales Offline Team **EBITA positive** by optimizing various resources and worked closely with Product team for generation of various CRM tools. Stakeholder Management was a key responsibility.
- ❖ Headed a team for optimize collateral usage and cost, resulted in **22% saving** with approx. **98% efficiency**.
- ❖ Enhanced more than **30%** enhancement of the offline sales; passed retention rate of the merchants passed more than **67%** (Approx.)
- ❖ Improved YTD MAM (Monthly Active Merchants) by **8%**, and enhanced merchant repeat rates by more than **20%** and many more positive outcomes
- ❖ Worked as an **Instructor** for various operating manuals to New Joinees (KAE + CMs); headed a team of **10 professional regional analysts**.
- ❖ Preparation of Go-To-Market (**GTM**) strategies.
- ❖ Performing **RCA and FMEA** of the newly developed products and performing Beta testing of various Products and submission of UATs.
- ❖ Independently launched **3 new cities** and assisted in launching **4 new cities** and surveying done **4 cities**.
- ❖ Conducted thorough research on current market trends and analysis of sales and market data; provided valuable feedback and actionable insights to guide the promotional and sales activities. Demand, revenue and expenses forecasting and monitoring.

**Dec'17-Sep'20, KEC International Limited, Gurugram; Designation: Procurement Coordinator**

- ❖ Coordinated with suppliers to ensure that they were able to meet their obligations in a timely manner.
- ❖ Reduced approx. **16%** procurement cost; worked in big projects like EPC-5, 6, 7, 8 and RRTS (**Combined Cost \$360 Million**)
- ❖ Minimized procurement cost by approx. **8%**; **headed a team of 8 professionals**.
- ❖ Minimized procurement cost by approx. by **14%** via vendor development and alternate sourcing;
- ❖ Implemented **S4 HANA MM SAP** for Material Management and a part of MDG Team.
- ❖ Ensured the successful implementation from Kick off event to cut over to War room and finally to system Stabilization of SAP S4 HANA.
- ❖ Awarded by the company of successful SAP implementation and system stabilization in the company.

**Nov'14-Dec'17, Cobra Instalaciones Y Servicios S.A, New Delhi; Designation: Project Coordinator**

- ❖ Performed budgeting for the project and submitting the report to the COO of the company (Asia Region) and escalation to various other levels
- ❖ Built a strong team in project coordination department; the team included fresher's to experienced professionals
- ❖ Ensured the meeting of Project deadline well in advance and Client Management.
- ❖ Saved approx. **INR 2 Crores** on purchase of material by arranging the material from other vendors
- ❖ Assisted in Reduction of purchasing cost by **15%** in Engineering, Procurement and Construction (EPC) project over a period of **25 (number) months**



## PERSONAL DETAILS

**Date of Birth:** 4<sup>th</sup> April 1991

**Languages Known:** English, Hindi & Bengali

**Address:** D-80, DDA Flats, Dwarka, New Delhi