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| Aravind Pillai   |  |  |  | | --- | --- | --- | | Project Manager | Mumbai, India | 9987458001 | | |
| Details Mumbai, India  9987458001  [aravindashokan304@gmail.com](mailto:aravindashokan304@gmail.com) Skills Leadership  Product Management  Project Management  Knowledgeable in User Interface/ User Experience  Analytical Thinking Skills  Information Technology  Business Operations  Interpersonal Communication Skills  Business Development Links [LinkedIn](https://www.linkedin.com/in/aravind-pillai-a0706a189/) Languages  |  |  | | --- | --- | | English | | |  |  |  |  |  | | --- | --- | | Hindi | | |  |  |  |  |  | | --- | --- | | Tamil | | |  |  |  |  |  | | --- | --- | | Marathi | | |  |  |  Hobbies Playing Musical Instruments Meditation | |  |  |  |  | | --- | --- | --- | --- | |  | | Profile | | |  | Innovative Project Manager and Product Manager with a proven track record of strategically guiding and executing large enterprise projects. Adept in overseeing the progress of operations and monitoring cross-company projects. Ex- Entrepreneur with Key focus on Product management, Product Growth & Strategy, Operations and Business development. | |  |  |  |  |  | | --- | --- | --- | --- | |  | | Employment History | | |  | Project Management Executive at Wipro Limited, Mumbai June 2022 — Present   * Executed Enterprise level projects having Global organizational impact in Cyber security, Cloud, infra migration, etc * Reported and engaged with Program directors, Vice presidents, Vendors and other stake holders to strategize and execute the plan of action * Designed, created and implemented SOPs for effective business operations of new applications and processes * Worked with Vendors to ensure successful project execution according to established objectives, timelines, and costs  Agency Manager at Aditya Birla Sunlife Insurance Company Limited, Mumbai August 2020 — March 2021   * Fastest confirmation target achiever in the Mumbai region. * Executed on ground Team development for Insurance Distribution and Sales * Trained and developed newly recruited financial consultants to achieve monthly, quarterly sales targets, * Lead a team of 10+ Financial consultants developed under 3 months  Co-Founder and Head of Product at JSRG Educare Pvt Ltd, Mumbai October 2019 — August 2020   * Co-Founded this Ed-Tech startup at age 20 * Raised seed fund from Angel Investors (INR 200K) * Conceptualized new features and guided the engineering team for the development * Understanding and representing user needs. * Monitoring the market and developing competitive analyses. * Defining a vision for a product. * Successfully launched the product MVP (Web and Android) into the market and on boarded clients for testing and feedback * Mentored and lead a team of 15+ interns for business development, operations and customer success | |  |  |  |  |  | | --- | --- | --- | --- | |  | | Courses | | |  | MySQL Basics, Great Learning August 2021 — August 2021 Project Management: Cost & Schedule Monitoring, Udemy October 2022 — October 2022 | |  |  |  |  |  | | --- | --- | --- | --- | |  | | Key Achievements | | |  | Chairperson - Inertia, Navi Mumbai July 2019 — June 2020   * First student to become Chairperson in SY from the department. * Chairperson of Yearly Cultural Festival * Managed 6 Direct core committee members * Managed 120+ volunteers * Raised Sponsorship from various Sponsors Including State Bank of India, MG group etc. (200K)  Aditya Birla Sunlife Insurance Company Limited, Mumbai  * Fastest GSG (Confirmation Sales target) completer in the Mumbai - Pune region * Achieved target of 9 months under 2 months | |  |  |  |  |  | | --- | --- | --- | --- | |  | | Education | | |  | MBA/MMS, SIESCOMS, Navi Mumbai July 2020 — May 2022   * Master of Management Studies with specialization in Marketing also with Key focus in Operations, Finance and HR  BSC - Information Technology, SIES (Nerul) College of Arts, Science and Commerce, Navi Mumbai June 2017 — May 2020   * Grade: A+ (9.4/10) * Class Representative for 3yrs of IT department - 2017-2020 * Student council Representative of IT department - 2018- 2019  HSC, Birla College of Arts. Science and Commerce, Mumbai June 2015 — May 2017 SSC, Don Bosco High School, Mumbai June 2014 — May 2015 | |  |  |  |  |  | | --- | --- | --- | --- | |  | | Internships | | |  | Investment Intern at Best vantage Investments, Mumbai May 2021 — July 2021   * Creating Pitches for Startups applying for fundraising. * Connecting Investors and arranging pitch days. * End to End operations from Pitch creation to Fundraising.  Sales and Marketing Intern at Shriram Life Insurance, Mumbai July 2020 — August 2020   * Generating Leads and customer engagement * Insurance Sales and Advisory * Helping customers in mitigating risk and helping towards financial freedom | |  |  |  |  |  | | --- | --- | --- | --- | |  | | References | | |  | Rekha Pandey from Aditya Birla Sunlife Insurance rekha.pandey@adityabirlacapital.com · 8169643150 | | |