ADITYA SHUBHAM

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SUMMARY

Demand & Inventory Specialist with 3+ years of experience managing EUR 650M+ vendor portfolio (3000+ SKUs) across EU markets. Proven expertise in inventory optimization, demand forecasting, and cross-functional S&OP coordination. Built automation solutions saving 700+ hours/year. **Top 1% award winner** at Amazon. Former LG Monitors vendor consultant. IIM MBA. Seeking to relocate to EU.

PROFESSIONAL EXPERIENCE

Amazon | Vendor Consultant - EU Market (Demand & Inventory Operations)   Apr 2023 – Present

RBS (Retail Business Services)   *Bengaluru, India*

TRAILBLAZER AWARD Q1 2024 - Top 1% Recognition (1 of 8 awards across RBS, 1 per 250 L4+ employees)

Inventory & Demand Planning:

- Built **Weeks of Cover Inventory Report** for 900+ SKUs; automated stock monitoring reducing 1-hour task to 5 minutes (**92% time savings**) — enabling proactive shortage/overstock prevention
- Drive confirmation rates, SLA compliance, and **inventory optimization** across EUR 650M+ portfolio (3000+ SKUs, EU5 markets)
- Manage sell-in coordination with TP-Link, D-Link, AVM, **LG Monitors**, Micro Peripherals — demand alignment and supply planning

Cross-Functional Collaboration (S&OP):

- Lead **weekly/monthly business reviews** with 25-30 vendor contacts; coordinate 9 internal stakeholders (Brand, Logistics, Ops, Compliance) for demand-supply alignment
- Facilitate consensus between bottom-up vendor forecasts and top-down business targets; document decisions and action items

Automation & Reporting:

- Built **SoROOS ETL automation dashboard** eliminating 700+ hours/year of manual work; saved INR 10L+ in productivity
- Self-taught SQL, Redshift, ETL to design 4-query pipeline; solution adopted by 20-25 Vendor Consultants after L5/L6 presentation

Mantra Technologies (500apps) | Product Marketing Analyst   Feb 2022 – May 2022

MBA Internship - finder.io (SaaS)   *Hyderabad, India*

- **Demand Forecasting:** Built Neural Prophet time-series model projecting 1,800 monthly signups for resource planning
- Drove **3x growth** (300 → 900 signups/month); made finder.io #1 product among 40 in suite through data-driven strategy

EDUCATION

Indian Institute of Management (IIM) Visakhapatnam   2021 – 2023

MBA | Marketing & Analytics | Coursework: Data Analytics, Operations Management, Business Strategy

Vinoba Bhave University   2016 – 2019

Bachelor's | Economics

TECHNICAL SKILLS

Demand Planning: Demand Forecasting, Inventory Optimization, S&OP Support, Time-Series Forecasting (Neural Prophet)

Tools & Data: Excel (Advanced – daily use), SQL (Advanced), Python, Pandas, ETL Pipelines (Redshift), QuickSight, Git

Business: Cross-Functional Stakeholder Management, Vendor Coordination, Process Optimization, SOP Documentation

AWARDS & CERTIFICATIONS

Trailblazer Award Q1 2024 - Amazon RBS (Top 1% of L4+ employees)

WorldQuant University - Applied Data Science Lab | **KPMG Lean Six Sigma**