


# Drumil Desai | Male, 28

Business Development Consultant | 5 Year

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A high-performing Needle Mover with proven result driven crude experience which meets thriving qualifications to produce contributive futuristic results for self and organization.

## FOOTPRINTS | B2B & B2C

Team Handling Experience of *Small to Mid Size* | **36+ M**

Customer Relationship Management | Engagement Management | Project Management | IT Consulting | Pre-sales | Market Research | Cross-Functional Team Leadership

**DOMAIN INDUSTRIES** || IT/ITes | Ed-Tech | BFSI Retail | Media & Entertainment | Telecom

## PROFESSIONAL EXPERIENCE

**Scaler Academy by InterviewBit**, Bangalore

Aug 21-Mar 22

Ed-Tech (IT) Consulting | Program Evangelist

Sr. BDA

- Expedited the detail-oriented resolution of problem statement with win-win situation for both learner & organisation | Maintained Leap of **270% AVG** | Handling **10+** Years IT Experienced Bucket
- Rigorous Program Monitoring, Reporting & escalation to multiple stakeholders to drive profitability & Efficiency | POC for Stakeholders in entire Engagement of Technical Program

**KMARK Business Solutions**, Ahmedabad

Feb 21-Aug 21

IT/ITes Project Management | Operations

Program Manager

- Designed IT Solutions in **RFID** in Road Project | Networking using *Wired and wireless* implementation governance | Project management for IT systems installation
- Incorporated Client's Feedback and channelized workflow from backend depending upon requirements
- Built integrated insight with Documentation and action engine for Client Satisfaction and to reduce churn

**upGrad Education Private Limited**, Mumbai

Sept 20-Feb 21

IT Vertical | Program Marketing

Consultant

- Performed cost-benefit and needs analysis of potential Learner to meet their requirements
- Achieved upon targets and outcomes within Bi-weekly Timeframe | Achieved **155%+**

**IDFC First Bank Ltd**, Surat (erstwhile *Capital First*)

June 18-May 20

Retail BFSI | Product Management & Advisory

Deputy Manager

- Sourced and managed channels from the market and acquired retail business | **AVG 2 Cr**
- Maintained Big Ticket **B2B** dealer relationships (**40+ Active**) | **30+** Dealer empanelled | Upsold **2** Products
- Penetrated Cross-sell (**125%+**) to drive profitability | Managed Large-Scale Team of **15+** of Team leaders

**Nielsen (India) Private Limited**, Ahmedabad

Feb 17-May 17 | Market Research Associate

- Provided Product Solutioning by secondary research support to the firm for mid-complex and complex projects across multiple industries including IT/ITes, Technology, Fin-Tech and telecommunication
- Secondary research surveys (B2B, B2C, Focus Groups interviews), experiments/field trials | Traction **1.4x**
- Completed projects for *IDEA cellular, P&G, Vero Moda, M&M, MoneyGram and Facebook Inc.*

**Purva Enterprise**, Ahmedabad

Feb 18-June 18 || June 15-May 16

Telecom | Operations & Services (**Tata and Bharti Airtel**)

Team Manager

- Human Capital empanelment & on-boarding | Managed Large-Scale Team of **55+** of TL & Service Engineers
- E2E TAT on Service Cycle to deliver the proposals, review engagements, managed projects efficiently

## SCHOLASTIC RECORD

**MBA** Marketing and Management | ICFAI Business School, **Hyderabad** (IBS-H) | 2016-18

**B.E.** Computer Science and Engineering | Parul University (Then GTU), **Vadodara** | 2011-15