## Rohit Shakya

**B.tech, MBA (Marketing)**  
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**CAREER OBJECTIVE:**

To contribute in the progress of Organization, while utilizing and implementing of technical, analytical, problem solving and interpersonal skills and to prove one of the best asset for a Company.

**PROFESSIONAL EXPERIENCE:**1) **RMS Associates, Noida** (February 2021 up to the present moment) working as Assistant Manager Ecommerce Operations.  
  
Overseeing ecommerce operations across the US and UK markets, including coordinating new launches on platforms such as Wayfair, Houzz, Amazon, eBay, Debenhams, Onbuy, Range, Walmart, Overstock, and The Home Depot. Collaborating closely with the merchandising team to ensure launch timelines are met and overseeing shipments from India to both countries in coordination with the logistics team. Responsible for managing content for product detail pages (PDPs), analyzing channel trends, overseeing order processing, and e-warehouse management. Facilitating seamless communication with logistics partners to ensure flawless operations. Additionally, managing promotions on the MH London website and overseeing Wayfair and Amazon accounts for Client Anji Mountain US, resulting in a remarkable growth of +55% year-over-year.  
  
2) **Lunar Innovations Pvt Ltd** (Nov 2018 to Aug 2020) worked as Sr. E-commerce Executive.  
  
Handling over all e-commerce operational work which includes **product listing on Shopify, Woo-Commerce**, **order processing**, **vendor management**, Focusing on **B2B sales** from Indiamart, **Product Search**, **Warehouse management**, **Inventory management**, **Stock Procurement Prediction**, **Purchase of Stock** (From Indian Vendors), **Onboarding New Suppliers/Vendors – Negotiating for the best price**, Looking for **Automations** to reducing Human work, **Competitors analysis**, Creating FB pages for Marketing & Promotion, **Managing a team of 4 members**, **Provide full training** to new comers, **Customer Support over email**, **Complete knowledge of Shopify**, Handling **Amazon Marketplace** account for our one client (Includes product listing, **Sponsored Ads, Promotions**). **Worked on Projects** – a) **Agile Methodologies** Implementation in E-commerce such as Introducing Scrum Meetings, Changing Scrum Masters Weekly, We started working according to agile process not as a waterfall method. b) **Onboarding a new logistics partner** at the best price with clear & transparent terms & conditions. **Complete Exposer of Shopify, Woo-commerce**   
3) **E-profitbooster UK** (Sep 2015 to Nov 2018) worked as Sr. Online Sales & Operations Executive.  
  
Handling Online Marketing, Sales and Operations, Managing E-commerce of **Furnishing UK Ltd** and **TheRugShopUK** (sister branch of S R carpets), **Product Listing on Magneto**, **Product Listing on UK Marketplaces**, **Handling Online Logistics Department** and maintaining auditing records, **Manage catalog with existing suppliers**, **Onboarding New Suppliers/Vendors (UK, Belgium, Germany),** Full B2B & B2C Support, **Managing ebay, Amazon, Wayfair of UK market**, **Inventory Management**, Operational works, Assigning tasks to team member, **Handling Project of** **vinylflooringuk.co.uk**, Basics of SEO - Meta Titles, Meta Descriptions. **Worked on Magneto for 3.2 years**.

4) **Spark Lab Engineering Systems Pvt ltd., Noida** (Oct 2014 to Aug 2015) worked as Business Development Executive & Event Manager in Marketing Department.  
  
Handling and Presenting Workshops on RC-planes and basics of Catia v5.  
  
  
 **INDUSTRIAL/PROFESSIONAL TRAINING:**1) One month industrial training at **Manish Electrical And Electronics, Ahmedabad (Gujarat)** after 4th semester.  
  
2) One month professional training at **Vikram Aviation Pvt. Ltd., Gurgaon** in final semester where I have performed calibrationof Aircraft instruments. **EDUCATIONAL BACKGROUND:**

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| --- | --- | --- | --- |
| **EXAMINATION** | **INSTITUTE/SCHOOL** | **YEAR** | **PERCENTAGE/GRADE** |
| MBA | Sikkim Manipal University | 2016 | C |
| B.tech(AE) | Guru Gram Group of Institutions | 2014 | 74.23 |
| DCA | Vinayak Institute for IT & Management | 2010 | A |
| 12th | Creative Public School | 2009 | 71.69 |
| 10th | Creative Public School | 2007 | 70 |

**COMPUTATIONAL / TECHNICAL / PROFESSIONAL SKILLS:**

* Complete Knowledge of MS Office – **V-lookup, H-lookup, Pivot Table, Gantt chart, Delimited, and Concatenate.**
* Knowledge of **Shopify, Woo-Commerce, Magneto, Marketplaces.**

**EXTRACURRICULAR ACTIVITIES / AWARDS / ACHIEVEMENTS / RECOGNITIONS EARNED:**

|  |  |  |
| --- | --- | --- |
| **Sl No.** | **Details** | **Year** |
| 1. | Participate in Aerotrix, RC Planes (By IIST Trivandrum) | 2013 |
| 2. | Participate in Robotics, Robosapians (By IIT Kharagpur) | 2012 |
| 3. | Certificate of training Programing in ‘C’ | 2011 |
| 4. | Certificate of Participation in 53th District Level Cricket Championship | 2008 |

**PERSONAL TRAITS:**

* Managing skills, high degree of responsibility.
* Handled Work Load and Pressure during Halloween, Black Friday, Christmas, New Year, Easter, Valentine Sales.
* Active participation, convincing power, Smart work.
* Time management
* Cognitive skills, perceptual skills

**PERSONAL DETAILS:**

* DOB: 11-06-1992
* Father’s Name: Mr. Suraj Pal Shakya
* Languages: Hindi, English
* Marital Status: Married
* Nationality: Indian
* Contact Address: H.No. 71, RK Puram Phase 2, Agra

**DECLARATION:**

I do hereby declare that the above mentioned information is correct up to the best of my knowledge and I bear the responsibility for the authenticityof the data provided.

Place:

Date**:** Rohit Shakya