

# Abhishek Sur

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## RESEARCH INTERESTS

Insurance, InsurTech, Decision making in Human-AI Systems, Behavioral Finance, Entrepreneurial Cognition.

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## EXPERIENCE

### Assistant Manager, Supply Chain Strategy & Analytics

Landmark Group

September 2021 - January 2024, Dubai, UAE

Landmark Group has successfully grown into one of the largest and most successful retail and hospitality conglomerates in the Middle East.

- Led data analytics initiatives and integrated AI-powered solutions (Microsoft Copilot, OCR tools).
- Developed a real-time KPI monitoring system, saving AED 2 million annually.
- Designed automated reporting solutions, saving 4000 man-hours annually, and interactive dashboards (Power BI).
- Implemented vendor performance management systems, improving supplier OTIF (On Time; In Full) performance to On-Time 90% + (from 60%) and In-full 99%+ (from 89%).
- Mentored junior and senior reportees in supply chain analytics and operational strategy.

### Wealth Manager

ICICI Bank

October 2020 - May 2021, Ahmedabad, Gujarat, India

ICICI Bank is a private sector bank providing banking products and financial services.

- Conducted financial analyses and advisory for high-value portfolios, resulting in significant quarterly growth.
- Implemented strategic asset allocation techniques for high-net-worth clients, achieving a 15% quarter-on-quarter AUM growth.

### Summer Analyst, Investment Banking

Avendus Capital

April 2019 - May 2019, Mumbai, Maharashtra, India

Avendus Capital is India's premier investment banking firm that offers financial and strategic advisory services.

- Initiated Life Insurance sector coverage: global benchmarking, macro/micro analysis, valuation drivers.
- Identified and benchmarked top 4 life insurance firms across 55 parameters.
- Initiated regression modelling (embedded valuation vs new business premium).
- Assisted in the execution of M&A transactions valued at over \$100 million, conducting in-depth industry research and financial due diligence.

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## EDUCATION

### MBA, Finance & Marketing

XLRI • Jamshedpur, Jharkhand, India • 2020

- **Coursework:** Corporate Finance, Financial Modeling (Excel), Financial Risk Management, Business Analysis & Valuation, M&A & Corporate Restructuring, Managerial Economics, Macroeconomic Theory, Game Theory.
- **Academic Projects:**
- Evaluation of the Vodafone-Idea merger in India.
- Financial analysis of cement sector and top 4 Cement companies in India.
- Developed a comprehensive business proposal for a restaurant-cum-bar in Jamshedpur.

### B.Tech, Electrical Engineering

NIT Durgapur • Durgapur, West Bengal, India • 2017

- Graduated with First Class with Distinction.

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## CERTIFICATIONS

### Statistics Masterclass

Udemy • 2025

- Become a probability & statistics master.

### AI/ML Bootcamp

Udemy • 2025

- Become a complete A.I., Data Scientist and Machine Learning engineer.

### Supply Chain Analytics

SCMDOJO • 2024

- Become skilled in the relevant metrics for evaluating and improving supply chain performance.
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## TEACHING & MENTORSHIP EXPERIENCE

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- Co-taught mathematics to 4 senior school students (international curriculum affiliated with Oxford/Cambridge), significantly improving student scores (65% to 86%) and facilitating admission to a U.S. engineering institution.
  - Provided professional mentorship in analytical and strategic skills development at Landmark Group.
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## TECHNICAL SKILLS & ACHIEVEMENTS

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### Skills

- Statistical Programming: Python, SQL, Excel VBA.
- Analytical Tools: PowerBI, Advanced Excel.

### Achievements

- GMAT Focus Edition: 705 (98th percentile, Quantitative: 100th percentile)
  - First Class with Distinction in B.Tech.
  - School Topper & Scholarship Recipient (ICSE Board).
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