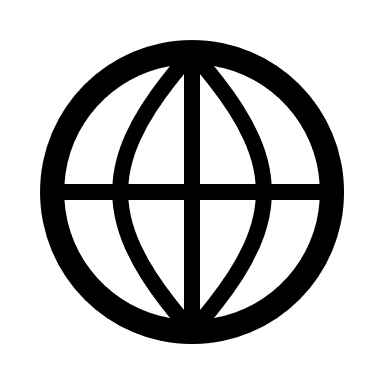
Abhishek Sur

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# RESEARCH INTERESTS

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

# 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.

# 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.

# 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.

# TEACHING & MENTORSHIP EXPERIENCE

* 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.

# TECHNICAL SKILLS & ACHIEVEMENTS

## 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).