

# Abhishek Kumar

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At Flipkart, as a Team Leader in Business Development, I drove growth by identifying new opportunities and enhancing strategic partnerships. I leveraged data analytics to optimize processes, improve sales performance, and streamline operations. My role involved leading a team, fostering vendor relationships, and executing growth strategies to meet business objectives.

## EDUCATION

### B.Tech Electrical & Electronics Engineering

2013 - 2017

## WORK EXPERIENCE

### Team Lead

08/2021 - Present

*Flipkart Internet Private Limited*

*Bangalore*

- Key Accounts: Managing six Home & Kitchen category accounts
- Team Leadership: Managed a team of 7-8, delegated tasks, and conducted weekly goal reviews
- Inventory & Sales: Implemented inventory tracking and created sales dashboards
- Market Analysis: Onboarded new sellers and brands, analyzing market trends
- Performance Tracking: Monitored team performance and maintained sales review dashboards
- Vendor Onboarding: Skilled in vendor onboarding, pricing negotiations, and executing promotional strategies to drive revenue growth

### Product Manager

01/2020 - 07/2021

*Notion Online Solution Pvt. Ltd. (Yes Madam)*

*Bangalore, India*

- Drove sales growth by planning and executing effective sales demand strategies and optimizing inventory management
- Led vendor onboarding and price negotiations, ensuring strong supplier relationships and competitive pricing
- Monitored employee performance, providing guidance and feedback to improve team productivity
- Utilized data-driven insights to streamline operations, enhance decision-making, and align business goals with performance metrics

### Sr. Operation Executive

07/2018 - 12/2019

*QUIKER India Private Limited*

*Bangalore*

- Managed inventory, streamlined order flow, and handled sales summarization to improve operational efficiency at Quiker India
- Led vendor onboarding and implemented price negotiation strategies to optimize profitability and supply chain effectiveness
- Utilized data analytics to track performance, identify trends, and make informed decisions that boosted sales and operational performance
- Weekly and monthly analysis of total order, revenue, logistics cost, agent's efficiency, delay in services etc.
- Leveraged insights to continuously improve processes, ensuring smooth business operations and timely deliveries
- Ensured customer satisfaction by providing on-time delivery and follow-up Analyze demand requirements to align orders, manage inventory levels and allocate orders with accuracy and thoroughness to reduce inventory costs

## PERSONAL PROJECTS

### Inventory System

01/2020 - 02/2020

- Built a high-performance inventory system from scratch ensuring smooth inventory control process such as procurement, vendor onboarding, purchase orders and delivery monitoring, stock planning

## SKILLS

**Technical:** Advance MS Excel, Dashboarding, MIS, SQL, Power BI

**Business:** Inventory & Supply Chain Management, Data Analysis & Reporting, Vendor & Seller Onboarding

**Strategic:** Strategic Planning & Execution, Market Research & Trend Analysis