

# ABHIJITH SIVADAS MOOTHEDATH

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Stamp 1G (Spouse) visa holder and data professional with expertise across B2B and B2C business domains, including pharma, ERP, retail, and e-commerce. Skilled in building scalable data solutions to support business operations, reporting, and decision-making. Strong analytical mindset with experience in streamlining reporting processes and managing operational workflows across sales, inventory, and customer data.

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## Skills

- **Retail Operations:**  
Sales tracking, inventory management, customer service, product merchandising, in-store promotion planning
  - **Customer & Business Management:**  
Customer engagement, issue resolution, relationship building, cross-functional coordination
  - **Reporting & Analytics:**  
Sales and inventory reporting, Power BI dashboards, data structuring for insights
  - **Automation & Tools:**  
Excel automation, Python scripting, process streamlining
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## Professional Experience

FEB 2022 – FEB 2025

**DATA ENGINEER | METRO Global Solution Center/Eviden, an Atos company | Bangalore, India**

- Built automated data systems to support business reporting and dashboard updates, reducing manual work and improving data accuracy.
- Streamlined Excel report generation using Python, cutting down reporting time by over 50% and ensuring consistent, error-free outputs.
- Organized and structured large sets of business data to make it easier for teams to analyze trends and make informed decisions.
- Improved the reliability of daily reports by automating data checks and ensuring smooth data flow across systems.

DEC 2018 – FEB 2022

**BUSINESS DEVELOPMENT HEAD | Playo | Kerala, India**

- Launched Buy-Now-Pay-Later feature that grew regional revenue 130 % within 12 months.
- Built lightweight ETL pipelines with Google Cloud Functions to automate sales and engagement data into BigQuery, laying the foundation for data-driven decision-making.
- Designed and deployed interactive Power BI dashboards tracking KPIs; insights shaped P&L strategy and retention initiatives.
- Implemented RFM-based customer segmentation, driving double-digit (~20 %) improvement in marketing ROI

2018 FEB - 2018 DEC

**Entrepreneurship | Family Business**

- Managed end-to-end farm operations including livestock care, milk production, and supply chain coordination.
- Led business development activities such as local marketing, customer outreach, and product distribution.
- Oversaw financial planning, inventory management, and regulatory compliance to ensure sustainable and profitable operations.

FEB 2016 – DEC 2018

**Sales & Operations Specialist | Wandertrails Service Pvt Limited | Bangalore, India**

- Led lead generation, content digitization, and e-commerce support.
- Managed post-sale supplier performance using metrics, improving supplier quality and alignment.

2016 FEB - 2017 APR

**Sales Manager | Decathlon Sports India Pvt Ltd**

- Managed sales, stock, and merchandising for the Badminton department, ensuring product availability and an appealing layout to boost performance.
- Organized badminton demos, tournaments, and community events to drive customer engagement and promote the sport.
- Provided expert advice on badminton gear and accessories to enhance customer satisfaction and build lasting relationships with sport users.

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## Projects

**Customer Segmentation & Retention Insights**

- Drew on CSV exports and lightweight Python scripts to define customer cohorts by recency, frequency and spend; surfaced high-value segments and guided targeted outreach that lifted marketing ROI by ~20%.

**Buy-Now-Pay-Later Launch & Analytics Platform**

- Built a daily Cloud Functions pipeline to ingest and enrich BNPL transaction data—standardizing records and delivering reports that drove a 130% regional revenue increase.

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## Education

APR 2022

**Postgraduate Degree, Data Science and Business Analytics | The University of Texas at Austin | Executive PG, Online**

JUN 2015

**Bachelor of Technology, Computer Science | Mahatma Gandhi University | Kottayam, India**