

Anup Uppin

Highly motivated working professional with 2+ years of experience in managing customers, analytics, pricing of a product, and product management. Skilled in understanding performance trends, developing key strategies, and working closely with cross-functional teams to optimize results. Worked for a fast paced environment for a tech enabled Real Estate startup. Proven ability to establish and maintain excellent communication and relationships with clients. Adept in analytical thinking, strategic planning, leadership, and building strong relationships with business partners. A Budding Entrepreneur seeking to gain real world work experience preferably working for startup companies with an entrepreneurial mindset.

Expierence

Relationship Manager

Settlin.in | Bengaluru | November 2021- November 2022

- Analyzed properties in and around Bangalore, worth more than Rs.300+cr and optimized the property values more than Rs.50+cr.
- Develop key strategies to enhance customer experience and troubleshoot any issues or loopholes in the pricing process.
- Built internal relationships with cross-functional teams to improve operational efficiency and increase customer satisfaction and loyalty.
- Conducted in-depth customer research to identify new opportunities for growth and expansion

Special Seller Ops

Settlin.in | Bengaluru | November 2022- Present

- Led the launch of a team called Special seller ops to focus on optimizing pricing strategies for high-value properties and Special projects.
- Acting as a product manager to test the new tech for Special Seller ops.
- Assisted with the purchase and sale of high-end properties, including the negotiations and detail optimization.
- Utilized effective communication and negotiation techniques to resolve domestic disputes and resolved escalations between the customer and the company.
- Raising and finding out bugs in portal which leads to development of new tech strategies.



Contact

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Skills

Technical Skills

- Business intelligence
- Pricing and Forecasting
- Customer management
- Data Analytics
- Product Analytics

Tools/Software

- MS Excel
- MS Office
- Python
- SQL
- Power BI

Languages

- English (Fluent)
- Hindi (Fluent)
- Kannada (Proficient)
- Marathi (Proficient)

Certification/Short Courses

- Business analytics and Data science
- Advanced Excel at KLS IMER (June 2020 — December 2020)
- Python and SQL

Additional Information

- Guinness World Record holder
- M.S. Uppin Oil Merchants at (family business)
- Toastmasters International (Public Speaker)

Education

- SSLC, St. Pauls High School, Belgaum June 2003 — April 2013
- Pre University (Computer Science), MGV Deeksha, Belgaum June 2013 — June 2015
- B.com, Jain College of BBA BCA and Commerce, Belgaum August 2015 — March 2018
- MBA, KLS Institute of Management Education and Research, Belgaum August 2019 — October 2021

Hobbies

- Working out
- Trekking
- Reading books
- Writing articles
- Making podcasts
- Playing Guitar
- Cycling
- Cooking healthy food

Others

Social Service , Green Saviours Association

Worked voluntarily in an organization engaged in tree plantation and maintenance, forest making and restoration of degraded landscapes. Since April 2016, the organization have planted and maintained over 30000 trees in and around the region of Belagavi, Karnataka, India. Specialized in dense plantation and forest making activities.

- Specialties: Tree Plantation, Environmental Conservation, Forest Making, Ecological Restoration, and Biodiversity.

Other Skills

- Skills Microsoft PowerPoint
- Microsoft Office
- Microsoft Excel
- Ability to Multitask
- Leadership Skills
- Management Skills
- Critical thinking and problem solving
- Ability to Work in a Team
- Customer Service
- Communication Skills
- Project Management Skill