

AM

Atul Mahajan

Professional Summary

Accomplished and creative Executive Manager possessing multifaceted experience and proven ability to re-energize and restructure organizations, develop strategic initiatives and capture emerging business opportunities. Results-oriented, decisive leader adept at forging lucrative relationships with key partners, vendors and clients. Recognized for turning around struggling company operations to achieve sustained growth.

Work History

Plan Car Sales - Director of Operations

Clayton South, Vic

01/2019 - Current

- Organized and optimized daily operations of [Type] crew in [Location] with consistent on-time delivery.
- Achieved substantial [Result] by using market expertise and business knowledge to make proactive decisions.
- Devised new promotional approaches to boost customer numbers and market penetration while enhancing engagement and driving growth.
- Modernized and improved operational procedures to increase efficiency and profitability while tightly controlling costs such as labor and preventing waste.
- Oversaw and improved [Product or Service] deliveries worth more than \$[Amount] per year through efficient coordination of [Action] and [Action].
- Assisted with marketing strategy creation and advertising initiatives to better promote facility to public.
- Applied performance data to evaluate and improve operations, target current business conditions and forecast needs.

Kismat Handy Car Wash & Detailing - Business Owner/Operator

Clayton South, Vic

09/2007 - Current

- Increased annual revenue by [Number]% by recommending improvements in [Type] efficiency.
- Mapped process activities to identify shortfalls and identify options to rectify operational inefficiencies.

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- <https://www.linkedin.com/in/atul-mahajan-134378186/>

Skills

- Strategic planning and execution
- Performance Analysis
- Coaching and mentoring
- Product development
- Effective leader
- Project development
- Employee reviews
- Delegation
- Human resources management
- Staff training/development
- Business Development
- Employee scheduling

Education

Holmesglen Institute Of TAFE
Chadstone

Bachelor of Computer Applications:
Computer Software And Media
Applications

- Recipient of [Outstanding result in the diploma] Scholarship from Charles Sturt University