MAYURI VIBHUTE

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Strategic professional with over 8 years of experience in FMCG, IT, BFS, agri-tech startups, and M&A advisory. Proven track record in collaborating with stakeholders, managing cross-functional teams, and implementing agile methodologies. Recognized for excellence in automation, developing reports using advanced analytics, and driving new product development. Achievements include a 45% increase in conversion rates through campaign system revamps, 10% additional revenue through a new product launch, and $205k in cost savings.

WORK EXPERIENCE

Bajaj Finserv, Product Manager - Rural B2B COE   May'2023 - Present

- Revamped campaign management system and QR for 4 businesses by designing **strategic roadmap** with strategy team
- Persuaded 6 critical projects on SFDC: payout automation, invoice financing, working capital automation, account aggregator, loans to non-individuals, and EKYC by managing multiple stakeholders (Sales, IT, Risk, Legal, UI/UX).
- Spearheaded the automation of payout, leading to a substantial **40% reduction in the time** required for manual payouts.
- Launched a new source of revenue (**new product launch**), invoice financing, and generated 10% of new business**.**
- Achieved reducing the working capital overall TAT from **10 days to 3 days** and the **hold ratio from 85% to 20%**.
  <u>**Responsibilities**</u>:
- Collaborated on a **monthly financial review meeting** with the **MD, CEO, and senior management** to review the product
- Innovated new product strategies by conducting market, industry research and financial analysis
- Managed documentation from a technical perspective, raising user stories, product backlog, and feature creation

AB InBev India, Principal Analyst (Finance Product Manager) - ATR   Jun' 2020 – Apr'2023

- Automated reconciliation, **saving $205,000 annually**: Designed a roadmap for **6,000 reconciliations** across **11 teams**
- Captured **30%** of time-saving and standardized templates and SOPs; guided users via the change management process
- Built a PowerBI dashboard for finance directors, resulting in a **25% time savings** at month-end-close activities.
- Crafted real-time financial data solutions by using RPA to reduce manual work and errors: saved **600 hours a year.**
- Pioneered **three Agile toolkits** and **implemented pilots across 15 teams** by educating teams.
  <u>**Responsibilities:**</u>
- Secured hands-on experience working in record-to-report activities, reporting, journal processing, and B/S risk analysis
- Conducted sessions with senior management from other zones and mentored 3 IIM interns for their summer projects.

Infosys Ltd., Software / Test Engineer   Sep' 2015 – Mar' 2018

- United with the project team to comprehend client specifications: Achieved **99.2% accuracy** in test case execution
- Prioritized quality assurance of three critical banking modules: billpay, transfer, and popmoney (US banking client).
- Trained in Core and Advanced Java and IVS; Automation Testing; **High Performer; Top 10% of the Batch**

INTERNSHIPS AND PROJECTS UNDERTAKEN

Marketyard Agrisolutions Pvt. Ltd.   Oct' 2019 – May2020

- Contributed to the expansion of the digital platform of Marketyard to pan India by framing **go to market strategies.**
- Helped in designing business plans for franchisees (15% of total revenue) and worked on three new revenue streams.

Merisis Advisors Private Limited   Jun' 2019 – Sep' 2019

- Assisted in raising **$10.5 million** for a jewelry brand and performed in-depth research and company profiling.

Edelweiss Financial Services   Apr' 2019 – Jun' 2019

- Analyzed financial instruments and designed a customer acquisition strategy (survey of 800+ retail clients).
- Strategized a new distribution channel by networking with 250+ mutual fund advisors for a new product launch.

Persistent Systems   Jun' 2014 – Jun'2015

- Delivered a generic hybrid test automation framework with **97% accuracy** (keyword and data-driven approach).

SKILLS

Technical: **product development lifecycle**, PowerBI analytics, Salesforce admin, data analysis, **market research,** SAP ERP, Advance Excel, **Agile methodologies**, JIRA, RPA Automation anywhere 11.3, **financial analysis**, SQL, and Python

Soft: Managing cross functional teams; customer service; critical thinking; project management; team building

ACHIEVEMENTS

- Excellence in Action Award, 2023
- Pitcher Award, 2021
- Reward and Recognition in Townhall for Successful Implementation of the PowerBI Dashboard, 2021
- 'Best Team' Award, Infosys Ltd., 2018

EDUCATION

Master of Business Administration: Finance and Marketing   2018 - 2020
Symbiosis Institute of Business Management, Pune

Bachelor of Engineering, Computer Science   2011 - 2015
MITCOE, University of Pune