

ABHISHEK SINGH

Male, 29

EA to CMD, Espire Group		EA to President, Altisource		Co-founder: 2 start-ups		Cricket, National Level	
EDUCATION							
Year		Degree		Institute/ School		%/ CGPA	
2016		PGDM(Finance & Marketing)		IIM Lucknow		6.57	
2014		B.TECH(Civil Engineering)		NIT Bhopal		7.69	
2009		HSC (CBSE)		Bal Bhavan School,Bhopal		89.20	
2007		SSC (CBSE)		Bal Bhavan School,Bhopal		91.60	
ACADEMIC ACHIEVEMENTS							Year
▪ Secured 99.83 %ile in CAT'13 out of 1.85L candidates with 99.59%ile in quant, 98.98%ile in VA							2014
▪ IIT Rank -4123 (Top .8% in a pool of 4.7 Lakh); AIEEE Rank – 10267 (Top .9% among 11 Lakh)							2010
WORK EXPERIENCE							
Espire Group		Business Controller				Jan'19 – Present	
CMD Office		▪ Involved in ensuring stakeholder management & providing C-Suite support for the CMD office ▪ Revamped the reporting infrastructure & prepared MBR's, QBR's across all group companies ▪ Providing business insights and analysis for the Chairman to preside over review meetings					
Corporate Strategy	Strategic Initiatives	▪ Worked on a consulting assignment in conjunction with a consulting firm to design the 5-year strategic roadmap to augment 3X revenue growth for the IT consulting business ▪ Ideating & undertaking diversification opportunity for REPL to foray into educational products					
	Financial Planning	▪ Prepared the Annual Business Budget for all group companies in conjunction with the CEO's ▪ Conducted competitive benchmarking, forecasting to track performance against budget ▪ Controlled the deviations from budgets by closely working with concerned business leadership ▪ Working with the Group CFO to plan, track and control cashflow across all group companies ▪ Preparing pre operating plan in conjunction with Six Senses for upcoming luxury hotel of group					
	Business Head	▪ Heading Espire Towers and Country Inn & driving the implementation of annual business plan ▪ Identified PI opportunities to streamline business operations and to increase profitability					
	Wealth Mgmt.	▪ Liaising with investment managers & handling the private wealth management of promoter family					
	Fund Raising	▪ Raised £4M from HSBC for the UK entity of the IT Consulting Business under CBILS funding					
Altisource Portfolio Solutions		Practice Manager				Apr'16 – Dec'18	
EA to President (Origination Solutions(OS))		▪ Liaised with the CXO's, OS senior management on behalf of the OS President ▪ Prepared quarterly Board of Directors update, QBR & MBR for the CEO & OS management ▪ Drove and tracked the quarterly OKR performance by the OS senior management					
Corporate Strategy	Strategic Initiatives	▪ Drafted and presented to the CEO & CFO 2 new business proposals involving market development strategy and cross-selling opportunities to existing strategic clients ▪ Designed a program “ Engagement Returns ” to increase member interaction & service revenue					
	Financial Planning	▪ Revamped the reporting infrastructure & handled financial operations for a \$89M revenue business ▪ Conducted budgeting & forecasting for the various BU's involved in the Origination business ▪ Tracked & resolved the account receivables from clients to ensure working capital management					
	Sales Strategy	▪ Revamped annual incentive pay-out structure for the OS sales team to drive annualized growth ▪ Identified key performance metrics to track sales performance & allocated payout mix on them					
Awards & Certifications		▪ Received the best employee rating (5 on a scale of 1-5) for two consecutive years since joining ▪ Among the top 20 managers chosen across global offices for the Altisource MDP Program ▪ As part of MDP , completed the Leadership Effectiveness (CLE) program at INSEAD					
ENTREPRENEURIAL INITIATIVES/STARTUPS							
Founder ABHI Travels (Radio Taxi)		Founder, Radio Taxi service, a novel initiative to tap the untapped market of Bhopal					2011
		▪ Acquired clients for the drivers and entered into commission-based revenue sharing model ▪ Supervised operator to act as SPOC to handle queries and complaints for clients and drivers					
Co-founder RKS CONSULTANCY		The company streamlined the installation of mechanical equipment in plants/refineries					2012
		▪ Designed project schedule, process modelling to identify, remove bottlenecks in the process ▪ Prepared cost schedule and project budget in collaboration with project team of the firm					
EXTRA CURRICULAR							
Placement Coordinator (MANIT)		540 students placed on campus	100+ recruiting companies		Fresh Recruits: JPMC, Microsoft		
		▪ Responsible for fostering corporate alliances and managing campus recruitment for 800 students ▪ Facilitated companies to conduct pre-placement talks, tests, GD's & interviews across the year					
Cricket		▪ Represented Madhya Pradesh in National level cricket championship held in Goa					

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