



BRIJESH PANDEY

PROFILE

Phone +91-8470980202
Email 2392brijesh@gmail.com
LinkedIn tiny.cc/4086bz

KEY SKILLS



Key Domain

Market scanning and client acquisition
Portfolio and category Management
Business negotiation
Team and People Management
Client servicing & Relationship
Strategy planning & execution

HOBBIES AND INTERESTS



TRAVELLING



READING



YOGA



GARDENING



CRICKET



MUSIC

Portfolio Manager with 4+ years of experience in managing end to end business, operations and revenue. Performance oriented and proficient in managing key accounts and category. Have strong history of Client acquisition and retention by building and maintaining professional relationships.

EXPERIENCE

Apr, 2018
Oct, 2019

OYO Rooms Senior Key Accounts Manager

- Risk mitigation and client retention: Manage to reduce the churn rate from 8% to 4% and win back 70% of churned properties.
- Team management: Part of CEO's war room to manage and resolve alarming situation.
- Cross functional liaison: Work closely with teams from different departments to ensure smoother operation.
- Operational planning: Plan and present structural roadmap to resolve operational issues with required solutions.
- Dispute Resolution: manage the dispute by thoroughly analyzing the root cause and come up with the best possible solution to negotiate

Oct, 2014
Apr, 2018

MakeMyTrip & Goibibo.com Senior Business Development Manager

- Client acquisition: Identified key markets and products that would complement company's product offerings and revenue growth
- Market research: identified and Studied competition in terms of core product and pricing, what is the scope and volume of business and relative merits of technological capabilities that company can use in the market.
- Portfolio management: Managed complete life cycle of Portfolio management i.e. to maintain supplier relationships, price parity and negotiation, inventory allocation, monitoring growth of individual and city accounts.
- Competitive analysis and insights: Conducting weekly competitive and SWOT analysis for key markets, drawing relevant insight and make required adjustments, monitor and evaluate markets progress toward organizational targets.
- Upsell & cross sell by taking advantage of merchandising/advertising opportunities to generate ancillary revenues and Grow net revenue, topline & maintaining the gross profit margins

EDUCATION

2017-2018

Narsee Monjee Institute of Management Studies (NMIMS)
Executive MBA

2011 - 2014

Guru Gobind Singh Indraprastha University (GGSIPU)
Bachelors of Business Administration (BBA)

ACHIEVEMENTS

- 2019 • Appreciation for exemplary work from COO, OYO
- 2018 • "Lunch With CBO, MMT" for highest ancillary in the team
- 2017 • Rising star of the month
- 2015 • Highest Ancillary revenue within the team
- 2014 • Rising star for highest on-boarded hotels.