

# **Jaibhim Bangrey**

Full Stack Web developer

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## PROFESSIONAL EXPERIENCE

2019 – 2023 Pune, India

#### olx Autos

Senior Warehouse Manager

- Led end-to-end warehouse operations, overseeing inventory control, inbound/outbound logistics, and daily workflow to ensure seamless supply chain execution.
- Strategically implemented process improvements that reduced inventory discrepancies, enhanced stock accuracy, and improved turnaround times.
- Designed and enforced inventory control policies and cycle counting methods, resulting in improved stock visibility and reduced shrinkage.
- Collaborated closely with cross-functional teams including procurement, sales, and logistics to align operational priorities with business goals.
- Built and maintained strong relationships with vendors, transport partners, and internal stakeholders through consistent and effective communication.
- Managed warehouse staff, delegated tasks, and ensured compliance with safety and quality standards to maintain smooth operational flow.

2018 – 2019 Mumbai, India

#### H & R Johnson Private limited

Assistant Manager

- Actively explored untapped markets and approached builders, architects, and contractors to promote sanitary ware products in new regions.
- Represented a lesser-known brand and overcame frequent client rejections by clearly communicating product value and building credibility.
- Conducted regular field visits and client meetings, consistently initiating contact in challenging environments to drive brand presence.
- Built and maintained long-term relationships by understanding client requirements and offering tailored product recommendations.
- Performed in-depth research on competitor pricing and market demand to support effective pricing and marketing strategies.
- Contributed directly to the growth of the sanitary ware division by exceeding outreach goals and supporting revenue generation.



2016 – 2018 Pune, India

### **MBA**

Savitribai Phule University, Pune

- Gained strategic insight into how marketing and operations align to drive business performance
- Studied **consumer behavior**, market segmentation, and positioning to craft effective marketing strategies
- Learned to design and implement digital marketing campaigns, including social media, SEO, and content marketing
- Developed skills in **brand management**, product strategy, and integrated marketing communication (IMC)

- Conducted market research and analysis to support data-driven decisionmaking
- Studied sales and distribution management, retail channels, and pricing strategies
- Built expertise in **supply chain management**, logistics, and inventory control
- Learned to optimize operations using tools like Lean, Six Sigma, and Total Quality Management (TQM)
- Managed cross-functional projects focusing on efficiency, quality, and customer satisfaction
- Applied **operations research and forecasting** techniques for capacity planning and demand analysis
- Strengthened leadership, problem-solving, and **project management skills** through real-world case studies and simulations

2013 – 2015 Bhilai, India

#### B.Com

Pandit Ravishankar University, Raipur

- Gained a solid foundation in **Accounting Principles**, including Balance Sheets, Profit & Loss Statements, and Journal Entries
- Studied **Business Economics** to understand market structures, demand-supply analysis, and pricing strategies
- Learned **Financial Management** concepts like budgeting, capital structure, and working capital management
- Developed understanding of **Corporate Law**, business ethics, and regulatory frameworks
- Explored **Cost Accounting** techniques for cost control, break-even analysis, and decision-making
- Studied **Taxation** basics, including Income Tax, GST, and indirect taxation systems
- Understood **Auditing procedures**, internal controls, and financial accuracy verification
- Learned **Business Communication** for effective professional correspondence and presentation
- Built knowledge of **Banking & Insurance fundamentals** and their role in the financial system
- Gained insight into **Organizational Behavior** and business management practices
- Applied basic statistical tools and data interpretation in a business context



# **♂** INTERESTS

## **Hobbies & Interests**

- Reading about emerging web technologies and frontend trends (15–30 min daily)
- Contributing to or exploring open-source projects on GitHub
- Watching UI/UX design breakdowns and frontend project walkthroughs
- Solving JavaScript or React challenges on platforms like LeetCode or Frontend Mentor
- Following tech YouTube channels, newsletters, or podcasts to stay current