

Contact

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Top Skills

Business Strategy
Microsoft Office
Ad Tech

Languages

Hindi
English

Honors-Awards

Gold Medallist in Volleyball
Semi Finalist, Dr. Vikram Sarabhai
Rotating Shield Quiz
Runner Up in Volleyball
National Kho Kho Player

Abhishek Pant

Associate at I-PAC (Indian Political Action Committee)
Central

Summary

Solutions-driven strategist with over 4 years of experience in politics(election campaigns), entrepreneurship(energy efficient kitchen), healthcare(pharmaceutical consulting) & advertisement technology(strategic sales).

Experience

I-PAC (Indian Political Action Committee)

Associate

February 2020 - Present (7 months)

Kolkata, West Bengal

1. Handled Katihar district of Bihar, India during my initial days. Worked on three campaigns in parallel: Baat Bihar ki(Elections on the agenda of Development in Bihar), Assembly election campaign(Oct, 2020), Panchayat election campaign(2021).
2. Working on Bengal 2021 elections since April'20. Initially worked on Municipal elections. Created the manifestos for the candidates of All India Trinamool Congress(AITC) by doing primary as well as secondary research and understanding issues in the municipalities.
3. Currently handling 3 assembly constituencies of the Birbhum district of West Bengal, India. Working closely with the incumbent Member of Legislative Assembly(MLAs) because they belong to AITC.
4. Working on-ground on key deliverables related to candidate selection, speech inputs for political leaders, campaign ideation and design, conducting qualitative surveys, preparing position papers on key policy issues, liasoning with the Election Commission, real-time monitoring of campaigns, manifesto preparation, influencer and stakeholder engagement, party structuring, cadre building, etc.

Greenpages Solutions

Co-Founder

April 2019 - February 2020 (11 months)

Gurgaon, Haryana, India

1. Started a cloud kitchen to create a sustainable ecosystem around online food in Gurgaon. The vision was to provide homely food to the majority of foreign population in Gurgaon, along with minimum carbon footprint. The three basic pillars of this project were: Serving what an individual wants, Serving the right amount & Handling excess food responsibly.
2. Alongside implementation of numerous process changes to minimize waste generation and in-turn the carbon footprint of the kitchen, we collaborated with multiple organisations which helped us in our journey, including Robinhood Army (RHA), Avion Solar, etc.

Make A Difference

Ed Support Volunteer

August 2018 - September 2019 (1 year 2 months)

Delhi Area, India

Ed Support is a unique program designed to ensure children in shelter homes receive the quality of support and 1-on-1 attention required to bridge learning gaps and enable them to clear Grade 10 and pursue higher education. I helped a bunch of 8th grade students in Mathematics.

The Dialogue

Public Policy Intern

May 2019 - July 2019 (3 months)

Worked on two policy drafts along with Rohan Seth, Policy Analyst at The Dialogue(a delhi based public policy think-tank). One was around the impact of AI on India so far and the future 10 years from now, another one was on the depletion of Aravali greenbelt around Gurgaon and the current policies around it.

ZS

Business Associate

April 2017 - July 2019 (2 years 4 months)

Gurgaon, India

1. Helping one of the top pharmaceutical companies of the US pharma landscape, Mallinckrodt Pharmaceuticals(revenue: 3.2 billion USD) to track their sales and other similar patient-level metrics using complex logic and statistics in R, Microsoft Excel & Microsoft Access
2. Working towards identifying goals and correct targets for my client to optimize the efficiency of their workforce
3. Understand client business processes and identify & implement process enhancements in response to evolving business needs

4. Interact with client and internal teams to resolve any issues

AdPushup

1 year

Product Evangelist

July 2016 - March 2017 (9 months)

New Delhi Area, India

1. With proven numbers, did consultative selling of our ad revenue optimization solutions. With clientele of some of the top ad tech companies like Wittyfeed, Indian express, Trainman
2. Created and successfully executed different outreach strategies
3. Collaborated with users to optimize ad revenue by understanding ad stack of the website and providing customized solutions for the same
4. Presented product demos to clients like Bookmyshow, Trainman and brought them onboard
5. Worked closely with product tech team to provide market and customer insights for product enhancement
6. Overachieved sales target for all three quarter cycles with a combined sales of 15,000 USD

Product Evangelist Intern

April 2016 - July 2016 (4 months)

New Delhi Area, India

1. Converted sales worth \$1000 in internship itself
2. Handled client calls and product presentations single-handedly
3. Automated the whole sales cycle with the help of CRM Pipedrive & other tools
4. Got a Pre-placement offer from the company based on the internship performance

Trehan International Consultants & Engineers (P) Ltd.

Research Analyst Intern

January 2016 - April 2016 (4 months)

New Delhi Area, India

1. Led their new venture of an online platform which deals with attestation, apostille, visa and immigration related services
2. Got my hands dirty working across domains, working on ground research to initial setup, pricing to operations, growth to maturity during these three months
3. Brought the idea of online attestation platform into reality while working alongside the two founders

United Nations

Climate Counsellor for Green (R)evolution

November 2015 - January 2016 (3 months)

Climate Counsellor is a Leadership Role and the skills should be utilized towards getting participants for the program that can make a difference to our world.

Zomato

Marketing Strategy Intern

September 2015 - November 2015 (3 months)

Delhi, India

1. Worked on the very nascent idea of bringing food to web where the challenge was to beat the conventional call-in delivery and dine-in model in Food & Beverage industry.
2. Did an in-depth analysis of the various discounting models which were being used across the globe to create a nudge for users.
3. Worked with the core team of zomato in it's initial days.

MakeMyTrip

Digital Marketing Intern

March 2015 - May 2015 (3 months)

Delhi, India

Education

Bharati Vidyapeeth's College Of Engineering, Delhi

Bachelor of Technology (B.Tech.), Electronics and Communications

Engineering · (2012 - 2016)

D.A.V. Senior Secondary Public School, Ashok Vihar, Delhi-110052

High School, Physics, Maths and Chemistry · (2010 - 2012)