

ABHISHEK MEENA

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Contact: +91 8890213101

Location: Mumbai, India

Degree: MTech, IIT Bombay



SUMMARY

Dynamic and motivated professional with a proven record of generating and building relationships, managing projects from concept to completion, designing strategies, and driving them to success.

JOB EXPERIENCE

Team Leader | Edumatica - EdTech | Bangalore

Aug '21-July '22

- Worked closely with startup founder on different initiatives liaising with Marketing & support team.
- Building and maintaining profitable relationships with key customers.
- Preparation of weekly review data for client and team manager review.
- Managing and directing performances of 25+ associates.
- Giving weekly targets associate wise and driving associate performance and ensuring associate meets weekly and monthly targets.
- Controlling shrinkage and attrition by keeping working environment healthy and create a sense of belonging for associates.
- Conducting floor RNR for best performances given by associates.

Sr. Business Development Executive | Extramarks | Mumbai

July '19-Nov '20

- Developed new strategies to increase the penetration in developing states.
- Achieving weekly sales target.
- Lead generation (LinkedIn, email, referrals).
- Introduction of Demo Classes by subject matter expert.
- Work with sales management to develop and execute prospecting campaigns for the target audience.

ACHIEVEMENTS

- Highest disbursements for last quarter of the year of 14 Lakh Every month (Edumatica).
- Best Team leader for the last quarter of the year.

RESEARCH & DEVELOPMENT

- Carried out an extensive literature survey to study the different hybrid processes in additive manufacturing.
- Learned about the effect of important process parameters on the strength & surface finish.
- **Design & development** for automatic glue dispensing system for EPS assembly.

EXTRA CURRICULAR ACTIVITIES

- **Awarded Gold medal** in PG General Championship 2019 in Cricket at IIT Bombay. Mar '19
- Participated in the competition of **Kaleidoscope** in PG Cult 2017-2018. Mar '18
- Participated in PG General Championship 2018 in Table-Tennis & Cricket at IIT Bombay. Mar '18
- Secured **1st** position in Table-Tennis Tournament at Kendriya Vidyalaya, Ahmedabad Region. Aug '08

POSITIONS OF RESPONSIBILITY

PG Cult Convener | Lifestyle Club Council, IIT Bombay.

Jun '18-May '19

- Working in tandem with the **5-members** team ensuring smooth administration of the Club Council.
- Represented club in PG & UG cultural orientations having crowd of **400** students.
- Responsible for contacting and disseminating information to **2000+** members.

SKILL

- Excel, MS Office, Customer Support, Team Management