

Business Development Manager

An IIT Guwahati graduate with 3 years of experience in Business operations. Involved in retail Operations Management & development of new business principles. Proficient in budgeting, inventory management and strategy formulation, in Food & FMCG. Disciplined professional committed to driving the sales goals and ensuring smooth functioning of department. Experience in consumer facing and team leading roles in operations and real estate industry.

Skills

1. Cross-functional 2. communication 3. Strategic planning 4. Cost reduction strategies 5. Staff Management 6. Business Analysis 7. Supply chain management 8. Conflict resolution 9. Project development and life cycle

Education

BACHELOR'S DEGREE IN BIOTECHNOLOGY | **IIT GUWAHATHI** | 2016

Experience

**UDAAN, HYDERABAD — SOURCING OPERATION LEAD / REGIONAL LIQUIDATION
MANAGER SOUTH – SUPPLY | MARCH 2020 - TILL DATE RESPONSIBILITIES**

1. Managing the team of 12 Business development executives looking at various warehouse operations (Dock to stock cycle).
2. Involved in day-to-day warehouse operations from planning to execution focused on attainment of key business metrics.
3. Managing inward process involving 200T of stock per day for the last 15 Months.
4. Coordinating with various cross functional teams like warehouse Operations, Process and Planning to ensure continuous availability of stocks on the platform.
5. Implemented In-stock management tracker to ensure key value items KVIs are available as per requirement and business metrics are reached as per plan
6. Made sure to reduce the inventory loss pertaining to 0.25Cr every month through timely Return to vendor (RTV) and liquidation
7. Partnered with vendors and suppliers to effectively manage conversations and ensured timely account reconciliations to ensure better seller experience.
8. SPOC for all dock to stock issues related with FOOD & FMCG in Hyderabad managing a daily business of 2.5Cr for the last 15 Months.
9. Successful in implementing inward receipt note/Goods inward IRN/GI process in the territory by managing the process adherence and ensuring no business loss due to process delays.
10. Developed expertise in inventory management methods like Weeks of Supply & Days on Hand

FLIPSPACES, BANGALORE— BD PROJECT MANAGER | DECEMBER 2018- MARCH 2020 RESPONSIBILITIES

1. Responsible for end-to-end P&L for the entire state.
2. Devised, deployed, and monitored processes to boost long term business success.
3. Developed a vendor network & closed contracts worth 3.5 Cr for 4 projects.
4. Restructured the organizational hierarchy of the SBU (state business unit) which resulted in the increase of operational efficiency by 20%.
5. Hired and developed a team of 15 members for multiple business functional units-Design, Procurement, HR, and Execution.
6. Developed and updated spreadsheets and databases to track, analyse and Report Monthly Progress to the founders with performance metrics to monitor project health.
7. Introduced weekly target review meetings to identify the bottlenecks and take appropriate actions. 8. Started business operations from scratch and made sure its turnover is 4 Cr in 6 months in a new territory- Hyderabad.
9. Handled a team of 15 working for diversified functional units- Design, procurement, Sr. Project Managers, Finance.
10. Introduced SOPs to ensure compliance with company policies resulting in improved execution.

PROJECTS - CHARACTERISTICS OF AIR BORNE BACTERIA IN IIT GUWAHATI RESPONSIBILITIES:

1. Finding, studying the characteristics of bacteria, fungi and other biological parameters of air pollution, worked on and published 2 research papers on microbial air pollution.

LANGUAGES-

English, Hindi, Telugu, Tamil