

Vendor / Partner Management |  
Supply Side | Entrepreneur | Sales  
Account Management



## Abhishek Emmanuel

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📍 Bangalore

🇮🇳 Indian

📅 07/02/1983

👤 Married

in abhishek-emmanuel

## BUSINESS SKILLS



Vendor Management	100%
Catalog Management Operations	100%
Data / Analytics Driven Decision Making	100%
Payment Solutions (Bill Payments)	100%
Product Management - Business Side	90%
Leadership	100%
P&Ls Over 100 Mn	100%

## LANGUAGES



English	★★★★★
Hindi	★★★★★
Telugu	★★★★★
Kannada	★★★

## MOST PROUD OF



## SUMMARY



Expert in E-Commerce, Product Management, Marketplace Operations, Payments & Payment Solutions, Performance & Growth Marketing, Sales & Partnerships.

Built Businesses from the scratch to over Multi Million Dollars\  
Valid UAE PR

## PROFESSIONAL KINGSHIP



**Head of Vendor Management & Catalog Management Operations** Jul 2021 - Present -

OJ Commerce

📍 Florida, US

Driving 200 Mn Dollar sales | Driving vendor partners the US & Canada sell more on OJCommerce & third party platforms like Amazon, Walmart, 123stores, Kartit...

1. Consistently meet OJC's third-party brands' sales budgets
2. Expand the brand portfolio and deepen the relationships with the brands
3. Collaborate with internal and external stakeholders to continuously enhance value to customers in terms of product range, availability, price, and service
4. Negotiate contracts with preferential terms in terms of cost, availability, and service
5. Establish operational performance metrics for vendors and ensure adherence to agreed service levels
6. Create processes for comprehensive monitoring of the competitive landscape and initiate appropriate measures for favourable results

**Founder & CEO (Product Owner | Growth Hack & Marketing | Investor Relations)**

Mar 2016 - Jun 2021

DealBerg.com

📍 Bangalore, India

DealBerg.com is a B2B platform, A World-Class Procurement Platform not only lets you buy what you need but also provide great visibility of Spend Management, reducing your costs and spends at the same time.

Ive been a Product Owner / Product Manager end to end, built the MVP and now moving forward in building the world class product  
Built a Robust Technology Product, Artificially intelligent to understand the needs of business customers and serve them at ease.

Built Bill Payments which is a high volume GMV driver for us

Built Rewards & Recognition Platform for Enterprises to Reward their loyal employees and partners

3 Business Initiatives -

DealBerg.com - Enterprise Procurement Platform

DealbergSelect.com - Consumer Business (Bill Payments, Recharges & retail online shopping)

Dealbergrewards.com - Rewards & Recognition platform for SMEs, Start-ups.

Built business of more than 25 Mn GMV across 5 years

Maneuvering at fast pace to attain profitability

**Sr. Director - Growth Marketing & Strategic Partnerships**

Aug 2014 - Feb 2016

Snapdeal

📍 Gurgaon, India

- 🔴 Expertise in Growth Marketing ensuring the right mix of Growth Strategy (Appropriate Tech tools, Marketing plans coupled with Design Experiments, Data driven Decision Making in terms of what's the right plan to go ahead and implementing the same)
- 🔴 Implement Merchant Solutions to ensure better performance of Merchants / sellers on the platform
- 🔴 Drive Payments business and acquiring Best Synergy Partners & Alliances to maximise GMV on the payments front
- 🔴 Created a B2B eco-system (Enterprise Business), slated to scale to a billion dollar business



## Physical Organization

Creative Thinking, Effectiveness, Productivity



## Planning

Analyzing Issues, Decision Making, Project Management, Strategic Planning



## Team Work

Collaboration, Delegation, Goal Setting, Group Leadership



## Business Acumen & IQ Levels

Manier times, what's too easy for me to decide and take a strategic call seems to be quite a task for others. And this happens quite often and hence I feel, my IQ levels are healthy

## AREAS OF EXPERTISE



Sales & Business Development

Account Management

Ecommerce

Payments

Product Management

Start-Ups

SME Buying

## HOBBIES



Fitness



Cricket



Guitar

- Launched B2B @ Snapdeal - Enabled Business to buy from Snapdeal, every month, loyally, growing their spends with us.

- Launched Gift Cards as a New Business Vertical

### Associate Vice President (Account Management & Inside Sales)

Aug 2010 - Jul 2014

Staples

Bangalore, India

- Was driving the Enterprise Business (B2B P&L for Staples in India).
- Product Management - Was leading the effort pf Product development for Catalog Management and Customer Engagement
- Grown from 70 CR to 250 CR in 24 months
- Sustained growth as well as worked more on the profit maximisation
- Driven the concept of B2B, SME buying, Catalog Management
- Successfully lead strategic product development and technical integrations with Large enterprises to enable Global Punch-Out Catalogs

### Inside Sales Lead - India

Jan 2008 - May 2010

Educomp

Hyderabad, India

Evangelized / Promoted Educomp Digital content to Students / Parents as well we Schools across India.

### Lead - Key Accounts (GCC)

May 2007 - Dec 2007

MonsterGulf.com

Hyderabad, India

- Lead the Account Management and Customer Success streams for Monster in the Middle East Markets
- Supported Large Clients succeed in their Employer Branding by advising them on the right Employer Branding Solutions
- Cross Border Relationship management where base clients are based out of Middle East and their decision makers based out of Europe or the US. Very strong relationship management is required in managing these customers and we were quite successful in doing this.
- Lead the team to cross 5 Mn dollar revenues continuously for 4 quarters, named as the "Star performer of the year - Global sales"

### Sr. Sales Account Manager - EMEA

May 2003 - Apr 2007

Dell International Services

Hyderabad, India

- Partner Account Management.
- Provide full support to Dell EMEA Home Sales team interms of up-selling options on S&P.
- Manage vendors across EMEA and India for Software & peripherals.
- Act as a catalyst between the client and vendors.
- Handled EMEA market selling IT products to the large accounts across EMEA.
- Large orders sales of IT Infrastructure including business machines like Desktops, laptops, servers, work stations

### Business Development Manager

Oct 2000 - Feb 2003

Wipro E-Peripherals

- Managing the existing channel partners and generating business through them.
- Identifying new IT oriented business people and appointing eligible partners as partner to Select Technologies.
- Handle Servers, storage and security products and solutions of Select Technologies.
- Research on organizations' IT infrastructure inclination.
- Meeting the CTOs, Technology Managers and IT Managers and create awareness for Select.
- Creating need for upgraded and new technology servers and storage solutions.

## EDUCATION



Master of Business Administration

May 2003 - May 2005

IBS

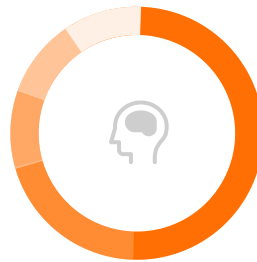
📍 Hyderabad, India

Masters in Business Administration - Specialised in Marketing & IT-Systems

CGPA - 8.2

Obtained seat thru CAT - ranked 12K

## MY TIME



Working (50%)

Family (20%)

Co-ordination (10%)

Entertainment (10%)

Quite Time (10%)