



ABHISHEK JAIN

PRODUCT MANAGER

CONTACT

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EDUCATION

Master's degree

MBA (Operation Management)
Amity University-74%

Bachelor's degree

B.Tech. in Chemical Engr.
D.C.R.U.S.T., Murthal- 71%

Associate's degree-CBSE

Sr. Secondary (+2)
D.M.A.-1 MEERUT(U.P.)-67%

Associate's degree-CBSE

Secondary (10th)
D.M.A.-1 MEERUT(U.P.)-78%

SKILLS

- Communication
- Teamwork
- Critical thinking
- Time management
- Leadership
- Adaptability
- Project Management

PROFESSIONAL OVERVIEW

Versatile professional with 13+ years of experience starting in production operations, later excelling in sales, account management, and business development.

Skilled in vendor management, procurement, and daily supply chain activities, with a proven ability to source quality materials, optimize costs, and ensure smooth end-to-end operations. Combines technical manufacturing knowledge with strong market insight to deliver value, strengthen supplier relationships, and drive business growth

Committed to driving operational excellence, cost efficiency, and team performance through Lean Manufacturing, ISO standards, and process optimization, while ensuring consistent quality, safety, and business growth in both domestic and international markets.

CORE COMPETENCIES

- **Category Management:** Experienced in sourcing and managing raw materials for paints, inks, adhesives, coatings, and flexible packaging. Also worked in non-ferrous industries with hands-on experience in electrolyte refining, along with exposure to the safety industry through work in fire extinguisher manufacturing.
- **Cost Reduction & Process Optimization:** Lean manufacturing, Six Sigma, and value engineering initiatives.
- **Market Intelligence:** Supplier market analysis, price benchmarking, and competitive sourcing strategies.
- **Compliance & Quality Assurance:** ISO, OHSAS, EMS, TPM, and industry regulatory adherence.
- **Stakeholder Collaboration:** Cross-functional coordination with R&D, manufacturing, finance, and sales teams.
- **Procurement & Strategic Sourcing:** Vendor identification, negotiation, contract lifecycle management, cost optimization.
- **Supply Chain Management:** Demand forecasting, inventory control, logistics coordination, supplier performance monitoring.

CERTIFICATIONS & PROFESSIONAL AFFILIATIONS

- Sales Management Certification (Great Learning)
- Leadership & Management Skills Certification (Alison)
- Yellow Belt Six Sigma (Tetrahedron)
- IMS Auditor Certification (BIS)
- EnMS ISO 50001:2018 Auditor Certification (SGC Inspection)
- The COSHH Risk Assessor Certification (The Knights of Safety Academy)

PROFESSIONAL SKILLS

- Channel & Distribution Management
- Client Relationship & Account Management
- Technical Product Presentation & Consultation
- Market Analysis & Competitive Intelligence
- Industrial Process Understanding
- Communication – Fluent in Hindi & English

KEY ACHIEVEMENTS

- Successfully launched and managed multiple new products in the specialty chemicals sector.
- Led projects in cost reduction and process efficiency improvements using Six Sigma methodologies.
- Conducted training in Switzerland, gaining international exposure in product management.
- Achieved GATE qualification (Rank 1507 AIR, 2012).
- Recognized as Employee of the Quarter (2016) for outstanding performance.

INTERNSHIPS

- NTPC, New Delhi (2009): Gained insights into power plant operations and processes.
- Indian Oil Corporation Ltd., Panipat (2010): Learned about petrochemical processes and equipment functionality.

WORK EXPERIENCE

Product Manager / Manager Lead Responsibilities

BDC Distribution Pvt. Ltd., Noida | April 2024 – present

- Managed pan-India procurement, sales, and distribution of specialty raw materials for paints, inks, adhesives, coatings, and flexible packaging industries.
- Identified, evaluated, and onboarded qualified suppliers while developing a strong distributor and vendor network across key industrial hubs.
- Negotiated procurement contracts, optimized purchase terms, and implemented cost-effective sourcing strategies based on market trends and demand forecasts.
- Monitored supplier performance, vendor KPIs, quality compliance, and on-time delivery to ensure supply chain efficiency and customer satisfaction.
- Developed and executed go-to-market strategies to expand into new sectors, increase market share, and drive revenue growth.
- Conducted supplier audits, market research, and competitor analysis to strengthen strategic sourcing and sales planning.
- Supported channel partners with technical/product training, commercial support, and lead conversion strategies to maximize sales performance.
- Ensured compliance with safety, quality, and environmental regulations while controlling operational costs and improving process efficiency.

Business Development Manager – Project Procurement Role

Palladium Safety Solutions Pvt. Ltd. | July 2023 – March 2024

- Managed a short-term project to drive industrial safety product sales through the Government e-Marketplace (GEM) platform.
- Strengthened customer engagement and achieved repeat business through consultative and solution-based selling.
- Led GEM tendering, bidding, and contract management, ensuring 100% compliance with government procurement policies.
- Delivered technical solutions to clients, improving operational efficiency and reducing process costs.
- Oversaw tender documentation, vendor coordination, and technical support for seamless project execution.
- Completed fixed-term contract successfully; now seeking a long-term role in the specialty chemical industry, leveraging expertise in procurement, sales, and supply chain management.

Sales & Marketing Manager– Procurement Coordination

MPIPL, Gurgaon | July 2011 – September 2022

- Led business development, sales, and marketing for specialty chemical products across multiple industry segments.
- Conducted market research, competitor analysis, and developed pricing strategies to maximize profitability.
- Managed key customer accounts, ensuring high retention rates and sustained business growth.
- Planned and executed industry events, trade exhibitions, and product launch campaigns to enhance brand visibility.

TECHNICAL SKILLS

- Data Analysis & Visualization: Advanced Excel (including VBA), Power BI, Market Analysis, Dashboard Creation
- Strategic & Project Management: Business Strategy, Forecasting, Project Planning & Execution
- Operational Excellence: Lean Manufacturing, Process Optimization, Cost Reduction Initiatives
- Product & CRM Management: Product Lifecycle Management, Customer-Centric Strategy.
- Developed In-house CRM Software in Excel using VBA Programming

EXTRA-CURRICULAR ACTIVITIES

- Vice-President of Cultural Society at MPIPL.
- Marathon participant (10 km in 2019).
- Chief Coordinator of Fine Arts Club (2009 – 2011).

PERSONAL DETAILS

- Full Name: Abhishek Jain
- Date of Birth: 25 January 1988
- Hobbies: Playing Cricket, Photography, Listening to Hindi Music.

Production Manager (2011 – 2018)

MPIPL, Gurgaon | July 2011 – September 2022

- Managed procurement planning for raw materials, spare parts, and consumables, ensuring cost-effective sourcing and uninterrupted supply.
- Coordinated with suppliers to ensure on-time deliveries and strict quality compliance.
- Implemented cost-saving procurement strategies, reducing material costs by up to 12%.
- Directed day-to-day plant operations, monitoring system performance, production output, and equipment efficiency.
- Developed and enforced Standard Operating Procedures (SOPs) to maintain safe and efficient operations.
- Oversaw chemical production processes, ensuring high quality standards and optimal resource utilization.
- Planned and executed production schedules and cost-optimization initiatives to meet business targets.
- Managed shop floor operations, quality control, and safety compliance in line with industry regulations.
- Applied Lean Manufacturing and Six Sigma practices, significantly improving productivity and reducing process waste.

Declaration

I, Abhishek Jain, hereby declare that the information contained herein is true and correct to the best of my knowledge and belief.

DATE:

PLACE:

ABHISHEK JAIN