SHAHIL SHANAVAS

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Education

MD International Management, Entrepreneurship & Finance
Università degli Studi di Bergamo, Italy
SEPTEMBER 2019 - CURRENT

Master's in Business Management - Erasmus extra E.U exchange
University of Technology Sydney, Australia
FEBRUARY 2022 - AUGUST 2022

MD Planning and Management of Tourism Systems
Università degli Studi di Bergamo, Italy
OCTOBER 2016 - JULY 2019

Bachelor's Degree in Philosophy
University of Kerala, India
SEPTEMBER 2012 - MAY 2015

Professional Experience

Human Resources Information System Specialist
MARCH 2023 - Current
Brembo S.p.A. Motor Vehicle Manufacturing - Bergamo, Italy

- Oracle Fusion HCM, Global implementation project
- Managing run activities for Core HR and Performance Management modules
- Managing build-up activities for Security, OTBI (reports), Recruiting and Onboarding modules
- Assisting in opening tickets using Service Now and solving technical issues with IT & TCS

Sales Operations Coordinator
MARCH 2022 - JULY 2022
Milkrun - Sydney, Australia

- Conducted sales campaigns, promoted 9 products to the local consumers, improved the overall customer satisfaction by 80%.
- Coordinated the supply chain department documentation, improved overall supply chain by two time in a cost-effective manner.

Operations Coordinator
JULY 2021 - OCTOBER 2021
City Explorer Live - London, U.K

- Strategized the applications of new user account management, decreased the volume of fraudulent users (75% less total).
- One on one interaction with potential customers for marketing and sales increased overall website traffic by 45%.
- Served with business development analysis, coaching for new trainees and account holders.

Rental Operations
SEPTEMBER 2019 - JUNE 2020
Emy rent S.R.L Joyrent - Bergamo

- Coordinated rental sales, resulting in agreements that reduced overall sales completion time by up to two times.
- Promoted new clients to purchase the company's automobile insurance, resulting in a 65% increase in revenue.
- structured client deposits and payrolls, removed data duplication, and reduced paperwork completion time by two weeks.

Research Assistant
APRIL 2019 - MAY 2019
Fossoli Foundation - Modena

- Prepared 20 questionnaires for "FOSSOLI TRANSIT CAMP" inhabitants and visitors for a quantitative study and finalised data compilation for 200 responses.
- Executed a two-research project based on data acquired from deportation museum stakeholders, which increased the quality of the thesis generated.
- Drafted a thesis for 30 days on World War II and Holocaust Heritage in Italy (Case of Ex-Concentration camp of Fossoli Carpi), secured a distinction.

Marketing and Communication
MARCH 2017 - NOVEMBER 2017
Junior Enterprise Bergamo - Bergamo

- Enforced marketing to boost email and social media advertising initiatives, which resulted in a 35% increase in revenue.
- Synthesised Customer insights to create digital and physical brand assets for the organisation, such as branding, landing pages, and marketing materials.
- Curated focus groups to examine customer purchasing reasons and improve marketing campaign recommendations.

Projects

Smarter Citizens Program - Real Cities Bergamo 2035
NOVEMBER 2017 - JUNE 2018
Harvard Graduate School of Design Boston

- Project Real cities Bergamo 2035 is a multi-year research collaboration between the Responsive Environment and Artifacts Lab at Harvard GSD and the University of Bergamo.
- Conducted in depth research on Physical and Digital Hybrid Retail on the local historical shops of Bergamo using emerging technologies such as Augmented Reality.

HUMANITIES SUMMER SCHOOL
JUNE 2018 - JULY 2019
Fairleigh Dickinson University

- The course modules completed were Make' in Italy: An Introduction to Entrepreneurship and Italy: Land of Migrations. A journey through literature, films, documentaries.
- Collaboration summer school program between Fairleigh Dickinson University, New Jersey- United States and University of Bergamo - Italy.

Soft Skill

- Oracle HCM, MS office suite, Service Now, Adobe creative cloud, Streamlabs OBS, Restream.io, Open Broadcaster, Yellow duck, Millicast and Larix Broadcaster.

Language Proficiency

- English - Full Business Proficiency, Italian - Intermediate, Hindi - Business Proficiency, Tamil - Intermediate, Malayalam - Native