**Abhishek Singh**

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**Education**

* **HULT International Business School, San Francisco, USA** 2015- 2016

Master of Business Administration (CGPA- 4/5)

**Subjects:** Operation Management, Business Strategy, Digital Marketing, Brand Management, Change Management, Data Analytics, Finance Management and Accounts, Sales (online and offline)

* **Sir M Visvesvaraya Institute of Technology, Bangalore** 2008 - 2012

Bachelor of Engineering: Electronics and Communication (67%)

**Skillsand Competencies**

* **Technologies:**JAVA, JavaScript, MySQL, Linux, HTML, C, C++, Servlets, JSP, Eclipse, Apache

**Skills:** Product Lifecycle, Performance Testing, Manual Testing for WEB Applications, Management, Supply Chain, Requirement Analysis, Development, Training, recruitment, leadership, negotiation, Data analysis, Digital Marketing, Entrepreneurship, team skills, Business Strategy, MS-Excel, MS-Visio, Microsoft Office Suite, HTML and HTTP Scripting, Stakeholder analysis, Business Model configuration

**Certifications:** Secured certification in JAVA, C++ and C and APIC Supply Chain Competition, Google AdWords, Customer Analytics, Operation Analytics, Tableau tool, Google Analytics

**Work Experience**

**BUPeriod (San Francisco) Oct’16- Jan’17**

**Position: Business Analyst/ Tester**

BUPeriod, Public Benefit Corporation, is a lifestyle brand for women who are undeserved and underrepresented in the feminine hygiene Industry. They seek to provide alternative and sustainable lifestyle solutions so that women, who have issues managing their periods, can take their lives back. Project involve working on their application and website.

**Responsibilities:**

* Developed project plan and strategies for the application and website.
* Worked on wireframes and mockups for the application which will be launched in April 2017.
* Worked on Business requirement and technical requirement documents after getting inputs from the CEO and Marketing Head.
* Introduced Agile software methodologies in the company to make the development more dynamic and make user more involved.
* Writing several test cases and scripts to simulate different scenarios and different users.
* Leading the development and testing team and conducting functional and integration testing in parallel.
* Understanding of Strategic, tactical and process language at all level.
* Excellent analytical, organizational, problem solving and presentation skill.
* Using MS Excel (V-lookup, Pivot table to forecast) and MS Word to create a field-to-field data map that was used as a main specification document for project handling.
* Analyzed the is-as business model in terms of stakeholders and processes and proposed the to-be effective model for the organization.

**HV Infratex Limited (Jamshedpur, India) Nov’14- Aug’15**

**Position: Project Manager**

HV Infratex Limited is a Real Estate and Construction company based in India and have projects happening all over the country.

This particular project was to build a Canal for the Indian Irrigation System in the rural part of India. We involved making the bridges, structure and supplies for the canal.

**Responsibilities:**

* Managed Suppliers, Contractors and other stakeholders.
* Managed daily operational activities and maintaining the status call.
* Keeping track of the resources including manpower and materials.
* Scheduled the order fulfilment and managed good relation with the third parties.
* Planning, Cost efficiency and B2B negotiation and process integration.
* Through understanding of Construction and real estate domain.
* Understanding of Strategic, tactical and process language at all level.
* Excellent analytical, organizational, problem solving and presentation skill.
* Introduced Lean Manufacturing methodologies in the business process designing.
* Analyzed the is-as business model in terms of stakeholders and processes and proposed the to-be effective model for the organization.
* Lead the team of around 100 members and maintaining their salaries and other incentives.

**Tata Consultancy Services: CISCO (Mumbai, India) Sep’12- Oct’14**

**Manual Tester/ Performance Tester**

Implementation and enhancement of the pre sales application name - Build & Price. This pre sales application is used by the Cisco certified partners, Distributors, AMs to browse through various Cisco Technologies with B2B and UI experience. Users can create Estimates to weigh the benefits and cost variation with different configurations and create proposals which can be sent to different partner’s/ end customers. The created configurations can easily be converted to Quote and Order within CCW

**Responsibilities:**

* Worked in the testing team to test Client’s E-commerce platform.
* Hands on the tools like HP Load Runner, HP Quality Center and many other tools.
* Worked in a Waterfall Methodology to do testing in incremental agile environment.
* Implemented VuGen in the testing cycle and automated the testing procedures using controller and analyzer.
* Did profiling as well to simulate the problem and repair that to increase the performance.
* Collaborated with the US onsite team.
* Prepared test cases and testing documents for the testing sub team.
* Used HP quality center tool to report and register bugs and keep updating the status for the track record.
* Prepared training materials for the new recruited.
* Performed black box, smoke, functional, UAT and integration testing of the application.
* Proficient in Functional, Negative, Regression, System, Integration, End to End (E2E), User Acceptance (UAT), Security, Usability, Compatibility, Smoke and Configuration Testing during various phases.
* Through understanding of E-Commerce domain including their design, requirement analysis, business values and stakeholder analysis.

**MBA Projects**

**HULT Prize Competition:**

Guide: Prof. Olaf Growth

* Qualified till regional level by proposing the solutions for URBAN CROWD DEVELOPMENT.
* Made the strategy for solving the problem for Mumbai Chall population and provide them basic employment.

**HULT Heat Completion:**

Guide: Prof. Olaf Growth

* Made the strategy for VISA digital move that was entering into Conversational Commerce.
* Proposed the solution using collaboration with Facebook where there will be a VISA icon using which user can pay the money.
* User could do all the transaction like money transfer, online shopping and all other banking transaction using this feature.
* We proposed the feature of extra authentication using biometric recognition.

**Online Marketing project:**

Guide: Prof. Yusuf Akbar

* Executed the marketing project for a hospital based at Dubai.
* Did the online data analysis using tool Tableau and made the report based on that.
* Proposed the strategy, timeline and plan to make that hospital more famous in the market.
* Did online marketing for that hospital using Google AdWords and Analytics.

**Entrepreneurship Project:**

Guide: Prof. Elliot Adams

* Participated in HULT Entrepreneurship competition to build our own disruptive startup.
* Build a startup idea based on carbon emission control by saving electricity.
* Proposed to come up with an app that will monitor the daily electricity usage and compare those with the neighbor data
* Real time data analysis and sending out frequent notification to the customer to turn off the appliances to save more electricity.
* Did industry SWOT analysis, competitive analysis and market analysis and made strategy to make the company sustainable and got industry insight from one of the senior person from PG&E (utility company).
* Defined the timeline, resources required and CTR (Cost, time and resource) analysis as well. Presented the idea in front of the serial entrepreneurs based at Silicon Valley and received the appreciation from them.

**B. Tech Projects**

**Solar Induction Motor**

Guide: Prof. Naveen

* Studiedabout embedded system and VLSI system to integrate the system.
* Developed Induction motor using solar system.
* Produced basic electricity using the developed induction motor.

**Selected Personal Projects**

**APICS Supply Chain Student Competition (Los Angles, USA)**

* One of the team been selected from the west coast region to represent the zone in Los Angles.
* Headed the team of Supply chain and operation for a simulation game related to an Orange Juice Manufacturing.
* Used Basic knowledge of Operation and Supply chain to stand the team on 3rd position.

**Google Online Marketing Challenge (San Francisco)**

* One of the team able to received the certificate from Google.
* Chose one Non-profit company for the project and made the pre-campaign report analyzing the market penetration and customer engagement.
* Worked on Google AdWords and Analytics account for the company and handled it by ourselves.
* Generated the customer views by doing SEO optimization and AdWords utilization and evaluated the Click per view rate.
* Finally, drafted the post-campaign report and submitted it to Google and been selected as well.

***Achievements & Co-Curricular Activities***

* Secretary of the Entrepreneurship club in HULT and organized several events.
* Volunteered in HULT Prize regionals for handling the registration process.
* VP of the Supply Chain club in HULT.
* Volunteered in 2016-2017 student batch campus tour.
* Lead the college cricket team and won several matches as well.