

Drupad Kumar Palai

Cluster Head-Sales

IIM Graduate (MBA 2017-19) || Proven track record in People Management, P&L Management, Business Transformation, Growth Strategy, Sales and Business Development in Hospitality sector || Adept at building businesses from scratch and establishing the same as sustainable units || Currently working as a Cluster Head at India's largest hospitality company

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WORK EXPERIENCE

Cluster Head OYO Weddingz

02/2019 – Present

Bhopal/Gwalior

Achievements/Tasks

- Started the city operations of Bhopal from scratch and built a sustainable business model in the city
- Accountable for all aspects of running a successful cluster and delivering great business performance
- Manage P&L of the cluster and work towards positive EBITA
- Responsible for all the workforce in the cluster including hiring, mentoring and improving individual performances.
- Accountable for client relationship management and resolve conflicts between the assets(vendors,property,etc) and the company
- Responsible for handling the post sales operations like vendor selection, service quality management and post event deliverables
- Work with other departments for cross functional collaboration to close important deals and convert high value clients
- Acquired important assets to start the operations and on-boarded 10 partner properties and 5 vendors within the initial 3 months
- Delivered consistent 2x growth in terms of revenue in the cluster
- Increased profit margins of the city by 150% within 6 months by streamlining processes and elevating customer experiences

Management Intern Prowisdom Growth

04/2018 – 05/2018

Bengaluru

Achievements/Tasks

- Visited 130+ educational institutions in Bengaluru to build brand visibility and develop business for the company
- Funnel creation with major management institutions in the city, thereby increasing subscriber base by 2x times
- Conducted skill development sessions in engineering colleges, earning a contract of INR 5 lakhs for the company
- Facilitated collaboration with 15+ industry personnel to act as online mentors and coaches for the company.

EDUCATION

MBA

Indian Institute of Management Kashipur
Specialization: Marketing and Operations

2017 – 2019

B.Tech.

Government College of Engineering, Keonjhar
Specialization: Electrical Engineering

2012 – 2016

SKILLS

Team Management

P&L Handling

Growth Strategy

Operations Handling

Business Development

Analytics

Client-Partner Relationship

B2B Sales

Process Improvement

Presentation

ACADEMIC PROJECTS

Operations Project

Live Project with Agarwal Packers and Movers on 'Best Hub and Spoc post GST'

Retail Management

Project on strategy and operation of Easy Day store in Kashipur

Lean Management

Application of 5S principles in Surya Roshni Limited, Kashipur

Marketing Management

Project on innovative product development for upcoming customer segment in India

ACHIEVEMENTS

- Best Cluster Head- Central Region at OYO Weddingz
- Six Sigma Green Belt Certification from ISI for breakdown reduction in a manufacturing line
- National Finalist in IPL Auction at Avenues, B-school competition conducted by IIT Bombay
- National Finalist in Rumble in the Jungle, Annual Quiz competition held at IIM Kashipur

VOLUNTEER EXPERIENCE

- Procurement Head
TEDx IIM Kashipur 2018-2019
- Executive Member
HRhythm, IIM Kashipur 2017-2019
- Executive Member
Parivartan Club, IIM Kashipur 2017-2019