

# HAIDER AAQIL

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A highly enthusiastic, efficient, and quality driven Manager whose focus is always upon achieving the best in line for the Team and the Organization.

## EXPERIENCE

**24<sup>TH</sup> JULY 2019 – PRESENT**

**TEAM MANAGER**, AMAZON DEVELOPMENT (INDIA) PVT. LTD.

Handling the day-to-day functions of the team and help them achieve the quality and efficiency standards set by the organization. Helping in coaching and driving productivity of the team.

- Achieved the Outstanding Leaders Awards in the Q3 2020 for an Outstanding Leader.
- Achieved the Best Performing Team Manager in the Month of August for North America Business 2021.
- Creating Site Level as well as VCS IN Rewards & Engagement Plan.
- Improving the various matrices for better Quality and Efficiency using Kaizen and Lean Method.

**30<sup>TH</sup> APRIL 2018 – 30<sup>TH</sup> JUNE 2018**

**MANAGEMENT TRAINEE**, RAISIN ONLINE SERVICES PVT. LTD.

- Getting Membership for 200+ Customers and 500+ Google Docs Filled
- Converting prospectus Clients to Customers.
- Assembling & Building a Team of 10 Business Development Associates (BDA).
- Assessing, Solving Issues and Driving Production for the BDAs.

**25<sup>TH</sup> MAY 2015 – 20<sup>TH</sup> JUNE 2015**

**MANAGEMENT TRAINEE**, UNIFIED VISION CAPITAL PVT. LTD.

- Preparing Documents & Correspondence for Seniors
- Coordinate Corporate Meetings.
- Presentations on Various Companies, Types of Finance Etc.
- Analyzing & Reviewing of various Companies to invest

**9<sup>TH</sup> DECEMBER 2013 – 9<sup>TH</sup> JANUARY 2014**

**ASSISTANT ACCOUNTANT**, R. BHARGAVA & ASSOCIATES

- Monitoring & Recording of Cash Flow in Various Firms.
- Verifying various Documents/ Bills/ Accounts.
- Analyzing Balance Sheet

## EDUCATION

**JUNE 2017**

**PGDM (MARKETING & FINANCE), JIMS KALKAJI**

- Achieved a 7.29 CGPA with dual degree in Marketing and Finance.
- Elected the CEO of the Entrepreneurship Cell at JIMS
- Represented the college in IIM Kozhikode for Business Plan Event 2018

**JUNE 2013**

**B.COM (H), ARYABHATTA COLLEGE, DELHI UNIVERSITY**

- Achieved 57.92% in Bachelors in Commerce with Honor.
- Core Committee Member for Anantardhvani Competition.

## CERTIFICATIONS

**20<sup>th</sup> APRIL 2023 – 13<sup>th</sup> AUGUST 2023**

**SUPPLY CHAIN & LOGISTICS MANAGEMENT APPLIED DIGITAL TRANSFORMATION & ANALYTICS, INDIAN INSTITUTE OF MANAGEMENT – ROHTAK (IIM – ROHTAK)**

- Supply Chain Management Drivers & Metrics
- Inventory Management for Long Life Cycle
- Inventory Manager for Short Life Cycle
- Supply Chain Anomalies: Blue Whip Effect and Double Marginalization
- Demand Forecasting: Quantitative Techniques
- Aggregate Planning in Supply Chain
- Vehicle Routing Decision
- Transportation Modes and Transportation Network
- Design Distribution Networks

**8<sup>th</sup> JANUARY 2019 – 11<sup>th</sup> JANUARY 2019**

**GREEN BELT PROGRAM ON LEAN SIX SIGMA METHODOLOGIES, KPMG - GURGRAM**

- Project Planning
- Kaizen Leadership
- Problem Solving
- Operational Management
- Project Management
- Lean Process

## SKILLS

- Team Leading
- Quick Decision Maker
- Responsible
- Helpful
- Trustworthy
- Joyful

## INTEREST

- Listening to Songs
- Car Enthusiast
- Fan of Marvel & DC
- Futuristic Technology