

WORK AND LEADERSHIP EXPERIENCE

Total Experience: 5.5 Yrs

- **BOROSIL: E-Commerce Executive** **01/2022 -Present**
 - Managing and leading Procurement and sales of Laboratory glassware, lab essentials, Scientific and industrial equipment, Home appliances etc
 - Managing and leading E-commerce platforms like GeM (Government e-marketplace), Amazon, India Mart, and Justdial etc
 - Creating catalogues on GeM, approving products required by channel partners .
 - Leading Sales and business development, responsible for GMV enhancement, AOV, successful order execution
 - **Handing portfolio consisting of 100 + No of products with GMV of Rs.100Cr**
 - Leading initiatives for vendor support, catalogue management, on time issue resolutions
 - Responsible for delivery experience, Business Analysis
 - Coordination with product management teams, account management teams and other stakeholders
 - Leading data driven approaches to solve unique business problems
- **Vitan Medical System Pvt Ltd - Marketing Manager** **01/2020-06/2021**
 - Client (OEM) Handling and helping in marketing of the client's product relating to lab equipment and accessories, Lab glassware, chemicals, medical equipment etc.
 - MIS documentation and issue resolution.
- **Intellect Design- Junior Business Analyst** **06/2018-11/2019**
 - Worked for business and website development along with modelling
 - SOP creation and inter-relation management
 - Analysis and execution of client's requirements
- **GeM (Government e-marketplace) - Intern** **11/2017-05/2018**
 - Worked in the Quality Assurance department/ sanitization of marketplace of medical equipment, accessories, and supplies.
 - Created technical parameters for different categories of the products and thereafter published the product categories on GeM
 - Resolved buyer and seller issues.
- **JSS Renewables- Project Manager** **06/2017-10/2017**
 - Formulated structured plan for installation of solar panels in rural areas.

Industrial Trainings

- Training NTPC- Vocational training at National Thermal Power Corporation Limited. (06.2016 to 07.2016)
- Training in BEL- Bharat Electronics Limited, on PCB, fabrication, assembling & designing and Radar Transmitter (06.2015 to 07.2015)
- Training in CEL- Central Electronic Limited, on Phase Shifter manufacturing for Radars and Solar Panel assembling (05.2015 to 06.2015)
- Training in East India Udyog Ltd, on manufacturing of Power & Distribution transformers (7 Days)

EDUCATION

Symbiosis Institute of Health Sciences, Symbiosis International University **07/2020 - 05/2022**
MBA in Hospital and Healthcare Management

- Key courses: Business Analytics and Management, IT Healthcare, Economics for Managers, and Business Statistics, Hospital Management etc.
- Dissertation: Analysis of E-commerce Procurement

Graduation

- Electrical and Electronics Engineering **06/2013 -06/2017**

SKILLS, ACTIVITIES & INTERESTS

Languages: English and Hindi.

Technical Skills: Microsoft Power BI, Excel, Basic C, C++, Basic Java, SQL, Python, Salesforce