



# NITISH BANGUI

1<sup>st</sup> September, 1993

## CONTACT

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## SKILLS

SALESFORCE

ADVANCED EXCEL

POWERPOINT

BUSINESS ANALYTICS

IBP

## EXPERIENCE

### BRUVET COFFEE

2021 - 2021

Bruvet Coffee is a gourmet coffee start-up resolved to make speciality coffee available in the easiest and most self-reliant way possible.

#### MARKETING HEAD

- Running marketing campaigns for growing offline and online sales
- Ideating and building multiple revenue streams to facilitate growth
- Improving website visibility, orders and brand recognition via social media engagements
- In one year of operations, achieved turnover of INR 36 lakhs

### STERLITE TECHNOLOGIES LIMITED

2018 - 2021

STL is an Indian multinational technology company that specializes in innovative end-to-end digital network solutions for telcos, cloud companies, citizen networks and large enterprises.

#### BUSINESS ANALYST

##### Data Analysis

- Created a dashboard in Salesforce to enable the **real time tracking of key performance indicators** like order book, sales, closed won/lost opportunities with respect to each sales team member, customer visits and customer complaints
- Extracted sales force data of over 2000 opportunities and performed **data clean-up and filtering** to keep data up-to-date on a weekly basis
- Performed analysis on this filtered data to **showcase the opportunity funnel** for the India region in major categories and sub-categories such as telcos, msos, citizen networks and large enterprises
- **Tracked weekly changes** in opportunity participation and closure in order to **drive sales funnel discussions** with company leadership on top opportunities being focussed on and corresponding participation and order book forecasts
- Assisted the sales team with creating and driving strategies for their top opportunities
- Created a **detailed report on sales and order book** for the fiber, optical cable and passive components business using data from three manufacturing plants
- Created a **detailed excel report to showcase overall region performance** along with individual performance for products, services and software business against their committed business plans

##### Project Management

- Streamlined the existing order execution system to significantly **reduce the workhours by 90%** per week (from 50 hrs/week to 5 hrs/week)
- Set up a new order management process and customer complaint process for the network services business vertical for RJIO and Airtel
- Received the "Orbit Shifter" award in business process transformation for the **successful implementation of the Integrated Business Planning** tool with the sales and operations planning cycle

### FEDEx EXPRESS

2016 - 2018

FedEx is an American multinational conglomerate focussed on logistical services for businesses.

#### ASSOCIATE ACCOUNT EXECUTIVE

- Handled a portfolio consisting of approximately 70 clients collectively billing over **\$1.1 million annually** with three of the highest revenue clients in the district – ZoomIN Online (\$500,000 USD), Mswipe Technologies (\$150,000 USD) and Photonics (\$100,000 USD)
- Received the Bravo-Zulu award for highest achievement in the district for FY18Q1 for **increasing revenue achievement from 35% to 130%** in subsequent quarters
- Managed an exclusive service IPD (International Priority Distribution) aimed at high value clients with large volumes of daily shipments

## EDUCATION

**MBA - Technology Management, NMIMS Mumbai**

2016

Major – Marketing GPA: 2.82/4

**Bachelor of Technology, NMIMS Mumbai**

2016

Major – Electronics and Telecommunication GPA: 2.82/4

**HSC STD XII – 79.1% Mithibai College**

2011

**ICSE STD X – 95.3% Maneckji Cooper Education Trust School**

2009