

Pravin Burnwal

Male, 29 years

EDUCATIONAL QUALIFICATIONS		
Executive Program in Data Science	Great Lakes Institute of Management (Certification)	Pursuing
PGDM	IIM Indore	2016
B.Tech, Computer Science	KIIT University, Bhubaneswar	2012
Class XII, CBSE	R K S Vidya Mandir, Dhanbad	2008
Class X, CBSE	J L N Mem Sr Sec School, Digwadih, Dhanbad	2006
Key Skills	Project Management, Program Management, Business Analysis, Cost Optimization, Strategy Implementation, Process Excellence, Pricing Analyst, People Management, Relationship Management, Market Research, Key Account Management, Operation Management, P/L Management, SQL, MS-VISIO, Python (Pursuing)	
PROFESSIONAL EXPERIENCE		72 months
Cloud Network Technology Singapore Pte Ltd		Senior Specialist – Sales & Operations (Contract)
		Sep'20-Present
Roles & Responsibilities	<ul style="list-style-type: none">Forecasting and planning the monthly/ quarterly/ annual sales targets and its executionReviewing the RFPs, costing and pricing and subsequently define margins on the product segmentsTracking on the competitor moves and pricing to penetrate the Indian Market with a defined strategyAccountable for commissioning the repair depot operations PAN India including finalizing the contracts for the repair activity, logistics and henceforth	
Ivy Technology India Pvt. Ltd, Gurgaon		Planning & Program Manager - Operations
		Jan'18 – Aug'20
Roles & Responsibilities	<ul style="list-style-type: none">Handled the due-diligence single handed with Consultant for 70% of biz to transition to a prospect entityRendered services as Program Manager for 2 Key accounts (Apple & Signify) reported by 140+ subordinates with a monthly portfolio of 140K USDContributed to monthly processes, including long range planning, monthly budget and forecastingProvided detailed analysis and insights to identify trends and opportunities to drive improvement in core KPIsHistory of managing and influencing the senior stakeholders (VPs, CXOs, Directors) for decision makingCase study approach to Cost control (55KUSD per month) thereby improved profitability margins significantlyValidated and authenticated the pricing mechanism for every lead/ opportunity from SalesTransitioned outwards & negotiated the financials for 42 Field Locations assets and 1000+ employeesRisk Minimized : Open trade risk 1.1 Mn USD -> 0.3Mn USD, Cash Recovery 140K USD with extreme follow-upFiled a Patent (SPDS) via coordination with internal Team R&D-local, Global & External Stakeholder (in WIP)Prioritized Cash Distribution for a quarter to survive, also ensured a portion of cash reserved for critical timesAided a Field Project (HP) Project Varsha in Peak with deployment of 200+ semi-skilled trained apprenticesGenerated a platform to track, reconcile and thereby creating a new record for the assets availability PAN India3 Weeks to define and drive the Performance Appraisal (Bell-Curve) & Compensation increase 2017-18Developed & Coordinated the entire itinerary plan for both internal CXOs & external Stakeholders (Client)	
Achievement	<ul style="list-style-type: none">A Consistent Outstanding Performer across organization during the entire tenure	
IndiaMART InterMESH Ltd., Meerut		Senior Telesales Manager – Sales & Operations
		Oct '16 – Aug'17
Roles & Responsibilities	<ul style="list-style-type: none">Headed a contact center sales operation process of 100+ FTEs (Monthly portfolio of INR 25 lacs) supported by a middle management of 6 Assistant Managers/ Managers deployed at Biz Partner PayrollStrategized system to reduce COCA of the center via controlled post sales leakage, process, team re-structuringManaged & Controlled the key indices directly affecting output – shrinkage, attrition, rewardings, incentivizingEnsured an un-compromising adherence on the certification post training of the batchImplemented proper PIP mechanism,L&D effectiveness from periodical trainings for a result oriented approachResponsible for keeping aligned all stakeholders in relation to Operations – Internal, End consumer,Biz Partners	
Sarda Group, Nasik		Management Trainee
		Apr '16 – Aug'16
Roles & Responsibilities	<ul style="list-style-type: none">Designed wireframes and Data flow structure for an enhanced customer experience across the platformsIdentified the relevant societies/ localities in Mumbai to target a premium brand of milkHandled social media (FB, Twitter, Insta) for an increased visibility via both organic & inorganic approachExperimented a TTL campaign to analyse its worthiness in lowering the COCA and analysing the effectivenessStudied & Explored the potential opportunity to digitize and integrate the channels CRMs, App & Website	
Tata Consultancy Services, Mumbai		Assistant System Engineer
		Sep '12 – Jun '14
Roles & Responsibilities	<ul style="list-style-type: none">Installed and configured the required tools needed for a proper checkout through the server functioningWorked on tools Microfocus, Advanced Query Tool, Cybermation and SQL to ensure smooth flow of the system (the various processing packages which were running for the business requirement)Suggested the ways to optimize the process flow and minimized the task execution timePeriodical Refreshers session to align the team with a common goal and be aligned on the same pageLiaised the other functions for a better understanding of the system specifications and incidents	
Achievement	<ul style="list-style-type: none">Recognized for excellence by superior for analytical proficiency	
INTERNSHIP & PROJECT		
InnoServ Solutions Pvt Ltd., Pune		Product Evangelist
		Apr '15 – May '15

Ph: +91-7581801966 E-mail: p14pravinb@iimidr.ac.in

<ul style="list-style-type: none">Conducted market research on competitor model, pricing strategy and thereby framed the Go To Market StrategyManaged the required social media, PPC campaigns to establish portal social presence through effective content strategy		
ENTREPRENEURIAL EXPERIENCE		72 months
Free Lancer	Team Lead	<i>Jun '11 – Mar '16</i>
Roles & Responsibilities	<ul style="list-style-type: none">Lead a team of 5+ content writers and ensuring the availability of writers for a spontaneous taskNegotiated on concerned profit margins with the stakeholders (comprising of writers and requestors)Delegated the work to the team as per their respective field of study and the eligibility criteriaLiaised with client as per their time zones in relation with the task delegated	
Achievements	<ul style="list-style-type: none">Generated digital sales of approximately USD 33,000Provided ideas and implementation in the initial rollout of website (studycer.com) enabling better business	
POSITIONS OF RESPONSIBILITY		
KIIT University	Class Representative	<i>Aug '09 – Apr '12</i>
	<ul style="list-style-type: none">Liaisoned between the faculties and the class members for all the informational flowResponsible for organising the cultural events, placement presentations, and tech fest	
EXTRA-CURRICULAR ACTIVITIES		
B-School Events	<ul style="list-style-type: none">Won the "Facebook Spammer" competition (Day 2 winner) organized by debating society, IIM Indore, 2014	