

Saurabh Shinde

M.B.A. | SIBM, Pune

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WORK EXPERIENCE				
Manager - Business Development		Eatigo India Pvt. Ltd, Mumbai		Mar '17 – Present
Strategically closed and managed 400+ brands		Ranked 1st for highest revenue generation MOM \$4000 USD		Ranked 2nd for all India target achievements
Leadership	- Business Affiliation with CXO/GM/Directors of Restaurant Partners across Mumbai and Inter-Cities - Responsible for handling a 7 member team including monthly leadership presentations, daily calls & goal setting			
Cross Functional Roles	Account Management of brand by troubleshooting their pain points, Decision Making and Cross-selling - Initiation in finance management actions to collect Account Receivables whenever required by the company - Involved in Strategic planning for sales and pipeline enhancement along with training the new recruits			
IT Skills	Proficient in analysing data with Social Media, CRM & Analytical Tools such as Salesforce & Qlik Sense.			
Incentive scoring project	Strategized India’s BD incentive scoring project in collaboration with Thailand HQ to support the company goal of maximizing closures from targeted geographical locations			
International Business Meet	- Elected as the India Representative for managing the Annual Business Meet held in Bali, Indonesia Managed all 40+ employees across 3 cities of Mumbai, Pune & Bengaluru along with itinerary requirements			
Inter-departmental Strategy Project	- Lead Brainstorming session with the HR department with an intention of motivating multidisciplinary inputs - Initiated modularization of various teams to address appropriate KRA through Design-Thinking methods			
SUMMER INTERNSHIP				
Marketing Intern		Canvazify, Pune		Feb - July, 2016
Brand Awareness and Marketing	- Executed plan to build Brand Awareness with the help of social media tools like E-mails & Quora - Conducted research of various Innovation coaches, Institutes providing Entrepreneurial Courses and their Incubators across the globe as a part of the marketing project			
Process Optimization	Introduced an innovative idea of including a Calendar Tool to timeline the project task for the users and integrating Calandly in the template dashboard to shoot reminder mails directly from our platform			
EDUCATION				
Year	Degree	Institute	% /CG	
2017	M.B.A.	Symbiosis Inst. of Business Management, Pune	6.88	
2013	B.E. (Mechanical)	Saraswati College of Engineering, Mumbai	58.92	
2009	Maharashtra HSC Board	National Sarvodaya Junior College, Mumbai	71.83	
2007	CBSE	St. Xavier's High School, Vapi	71.40	
CERTIFICATIONS				
“COVID-19 Culture Strategy for Motivating & Managing Your Team”, Udemy, 2020		“Market Research and Consumer Behaviour”, IE Business School, 2016		“Knowledge Management”, Confederation on Indian Industry, 2016
PROJECTS UNDERTAKEN				
Founder		The Print Company		2013-2017
- Tapping on the need of custom made gifting solutions, TPC provides biodegradable & sustainable 3-D printed solutions to customers. - Handle start to end operation process, right from ideating, designing on solid works, packaging, marketing and delivery of product. Safety Hook - Designed a custom tool in the light of Covid-19 pandemic to operate doors, buttons, shopping bags without contact				
Manufacturer & Vendor		MOFO		Sept, 2016
Manufactured and managed supply of 3-D printed accessories for MOFO, a start-up operated as a part of live project at SIBM, Pune				
Co-Founder & Brand Head		Dawat-E-Symbistaan		Aug, 2015
- Conceptualized and managed a hospitality venture at “Entrepreneurship Summit, SIBM” generating a revenue of approx ₹40k - Raised brand awareness through Meme Marketing on facebook and created avenue for ease of business for 2 small-scale food ventures - Curated creative advertisement assets for digital campaign on YouTube garnering 300+ views on the video within the first 48 hours				
Industrial Trainee		Voltas Ltd		Aug 2012 - Mar 2013
- Designed a custom fixture to increase the production rate of tube-sheet on Arboga CNC machine and decrease the man handling time - Successfully deduced methods to prevent coolant losses and increase operator’s safety by brainstorming with the floor workers				
EXTRACURRICULAR ACTIVITIES				
NGO Collaboration	Lions Club of Navi Mumbai (2013) Smile Please Charitable Group (2014)			
	- Organized 2 flash mobs for awareness towards diabetes and girl education, handling 100+ dancers & volunteers - Directed the photo and videography shots for the flashmob in an external setting with footfall in thousands			
Leadership Camp	Youngest member to be in attendance for the 21st Century Leadership Camp organised by JCI Vapi, 2006			
Dance Accolades	Won in the field of dance, performing solo and group in various intra, inter school and college competition			
Interest	Strategy, Project management, Consulting, Innovation, People management, Business development			
Languages	Proficient in reading/writing in 4 languages including English, Hindi, Marathi and Gujarati			