**Abhishek Mahato, PMP, MSc**

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**PROFILE**

PMP-certified Project Manager with over three years of experience managing business operations, poised to add value to the organisation by ensuring managed-projects align with organisation’s strategic growth objectives.

In quest of assignments in the areas of Project and Strategic Management where my combinatorial business and analytical skills can be used, leading to a mutually beneficial engagement.

**Developed an understanding of the following areas:**

Project Management • Strategy Management and Planning • Business Analysis • Financial Analysis • Accounting • Management Consulting • Digital Marketing and Analytics • Human Recourse Management • Product Management

**EDUCATION**

## MSc Strategic Management & Planning

UCD Michael Smurfit Graduate Business School, with a prospective GPA of 1:1 2018 - 2019

## Bachelor of Business Administration (B.B.A. Honours)

West Bengal University of Technology, India, GPA 1:1, Specialization in Finance. 2013 - 2016

Academic Study Paper: Global Marketing Challenges 2016.

**CERTIFICATION**

## Project Management Professional (PMP)

Project Management Institute, USA, Grade ‘Above Target’ and a Registered Active Member.

# EMPLOYMENT HISTORY

**Project Manager, Swole, Howrah, India.** Feb 2016 - July 2018

Responsible for business process analysis and leading different projects of the company with effective client communication and stakeholder management. Create project documents such as project scope, project plan, stakeholder register, lessons learnt during the project, controlling scope creep and share relevant executive reports while keeping them updated on the progress of various projects.

* Managed diverse objective projects, created opportunities to attain long term goals.
* Analysed and exploited a business opportunity through business analysis techniques and process to start a new line of business with a profit margin of 50%.
* Excelled in guiding work of cross-functional teams. Articulated project goals and scope, translated business needs into technical terms, prepared detailed work breakdown structures (WBS) and instilled shared accountability for achieving project milestones.
* Achieved sales improvement up to 35%, slashed payroll/benefits administration costs 30% by negotiating pricing and fees, while ensuring the continuation and enhancements of services.
* Developed and executed employee-improvement plans reversing areas of 3 under-performing departments and fostered professional advancement of high-potential workers to supervisory roles, resulting in formal recognition of leadership excellence.

# INTERNSHIP

**Business Analyst and Project Coordinator, AP Handels, Bremen, Germany.** Apr 2015 - Nov 2015

Collaborated with a team of 10 in Bremen, to formulate and execute business plan for starting a new line of business for the company, AP Handels- und Vertriebsgeselllschaft mbH in Europe.

* Proposed business case according to company’s strategic goal to achieve up to 200% return on investment and coordinated with various stakeholders.
* Surveyed sales and market structure in France, Netherlands, and Germany, formulated product positioning strategy; developed a framework for conducting business from product manufacturing to final shipment.

# OTHER INFORMATION

**Additional Skills:** Proficient inMS Office, PowerPoint, Postgre SQL, Digital Marketing Analytics, Project Scheduling, Jira, Strategic Planning, Presentation Skills, Soft skills, Business writing, Microsoft Project 2016.

**Certifications:** Project Management Professional (PMP), Digital Marketing Google, Risk Management, Strategy Management and Innovation CBS Denmark, Real Estate Credai Bengal, Product Management Udemy.

**Achievements:** Employee of the Year Swole 2017, 1st Best Business Plan Inter-College Competition India including top 25 colleges (2016), 3rd Public Relations Inter-College Competition India 2015.

**Voluntary Work:** Volunteered with NGO ‘I-Change’ on Beautification Project, and NGO ‘Fitness Freak’ in raising funds and organizing Road Safety and Blood Donation Campaigns.

**Sports & Hobbies:** Cricket, Tennis, Chess, Traveling, Photography, Fitness and Adventures Sports.

**Languages:** English, Hindi, Bengali.