

Abhishek Mohapatra

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Enthusiastic and high energy driven professional with 20 months of experience in managerial role and around 5 years of experience in translation of source language to a target language.

Location Preference: PAN India

Profile Summary

- MBA in Marketing with knowledge and experience in Presales, Business Excellence, Product Management and Consulting
- Worked on Solutioning, estimation, and responses to complex RFPs / RFBs / RFQs
- Participated in customer Orals for proposal defence, Deal shaping and storyboarding
- Took ownership of onsite/virtual war rooms, due diligence sessions with the clients.
- Participated in Client negotiations workshops with the sales and delivery teams
- Actively participated in Project documentation, Project scheduling, tracking, budgeting, and stakeholder's discussions.
- Performed R&D on newer technologies/products/solutions as a part of the proposal life cycle and NPI.
- Created compelling solutions as part of the proposal cycle and transformed the solutions into commercials

KNOWLEDGE PURVIEW

Presales	Business Excellence	Translation and localization
Project Management	Product Management	New Product Initiatives

WORK EXPERIENCE

April'17 – Present as Translator Freelancer

Key Result Area:

- Actively involved in translation and proofreading of 100s documents from individuals and organization
- Convert documents and articles from one language to another (English to Odia and Vice Versa) and ensure that the finalized converted articles relay the intended message as clearly as possible.
- Review and proofread native text items and revise the work of junior translators to achieve accuracy
- Conduct both simultaneous and consecutive interpretation whenever required.

WORK EXPERIENCE

Nov'20 – Aug'21 with White Globe Group Limited

Key Result Area:

Presales:

- Engaging in qualified sales opportunities to deliver a high-quality proposal against tight timelines.
- Proficient in Deal Value computation. Pricing of complex deals and identifying which pricing models such as FP, T&M, and Transactional Pricing, etc. would create maximum value for Client and Organization.
- Involved in Transition Solutioning for large multiple technologies RFP/RFI.
- Managing the response process against RFIs / RFPs/RFQs and ensure that all the milestones and deliverable get met in a timely manner
- Identifying inter-dependencies and develop & track to an overall bid project plan with tasks, milestones, deliverables, and associated timelines for proposal preparation activities and tracks.

Project Management:

- Estimating, tracking, and control of projects, allocations, and resource management
- Assigning roles and responsibilities to team members and team leads and deciding authority levels
- Guiding the team members through complex technical requirements and monitoring the overall workload and modifying the team size as and when required

- Building project team, team leads, tracking team performances, providing necessary feedback
- Reviewing and performing Quality Assurance, suggesting necessary action
- Responsible for product initiatives for emerging markets with a special focus on developing Service bundles to reach and expand client base.
- Define quarterly roadmaps & product spec for all key verticals. Support the spec with a variety of documentation including Use cases, case studies, brochure development, marketing collaterals, testimonials & managing its releases

WORK EXPERIENCE

Aug'20 – Nov'20 with Infiniti Research Ltd, Bangalore as Research Associate

Key Result Area:

- Responsible for Updates and customization of reports according to the needs of the clients which also includes Vendor profiling and providing competitive landscape
- Responsible for conducting both Primary and Syndicated research

WORK EXPERIENCE

Jan'20 – Jul'20 with Spandana Sphoorty Financial Ltd., Orissa as a Management Trainee

Key Result Area:

- Leading a team of 8 members
- Managing a Loan Portfolio of 3750 members which accounts to Rs 10 crores
- Over achieving the given target
- Conducting Risk Management
- Keeping the branch at its best position when it comes to auditing

INTERNSHIP

May'19 – Jul'19 with Atlas Copco India Pvt. Ltd., Kolkata as an Intern

Key Result Area:

- Conducted Geo-tagging of Atlas Copco compressors by visiting around different industries as well as taking important feedback from the customers
- Interpreted existing data and processes to assure customers that the proposed system will provide high performance with business information; compiling findings thus saving cost, time & effort
- Coordinating competitor's analysis, lead generation, secondary research, campaign management, potential industry partners, tradeshow and database maintenance activities
- Generated a better picture of the air compressor market in Odisha
- Generated 12 new customers who were willing to buy the compressor at the end of the internship

IT SKILLS

- MS Office
- C
- C++
- SQL
- Memsources

ACADEMIC DETAILS

- MBA in Marketing from Balaji Institute of Modern Management, Pune in 2020 with 68.32%.
- B.Tech. in Electricals & Electronics from KIIT University, Bhubaneswar in 2018 with 7.17 GPA
- 12th from Mother's Public School, Bhubaneswar, CBSE in 2014 with 67.5%
- 10th from Mother's Public School, Bhubaneswar, CBSE in 2012 with 85.5%

SOFT SKILLS

- Leadership
- Problem Solving
- Adaptability
- Multitasking
- Strong work Ethics
- Tenacity

PERSONAL DETAILS

Date of Birth: 12th November 1996

Languages: English, Hindi, Odia and Marathi