

Ayush Dubey

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Key Skills	Tableau, Microsoft Office, Effective Communication, Ability to Multitask, Attention to Details, Team Management, Customer Experience, Procurement, GTM	
WORK EXPERIENCE		
Founder’s Office	LINC Education	August 2024 - Present
<ul style="list-style-type: none">Acted as an extension to the Founder, managing core daily operations to ensure seamless organizational functioning.Designed a unique data-coding framework for the largest corporation in Jordan, enabling efficient data management and retrieval.Supported the Marketing Team by providing targeted insights and actionable information to design customer-centric campaigns.Oversaw and optimized website content to enhance brand positioning and user engagement.Managed client relationships across a global portfolio, ensuring high levels of satisfaction and retention.Developed strategic frameworks for the organization's future growth and expansion initiatives.Streamlined internal processes and communication channels, enhancing operational efficiency and collaborationContributed to the technological enhancement of the internal platform used for managing critical business data, ensuring improved efficiency and reliability – This platform is used globally.		
Senior Business Analyst	Statxo	February 2024 – May 2024
<ul style="list-style-type: none">Founding team member of our company's product – “a tool for forecasting commodity prices for contractors and companies”. I spearheaded the initial development by collecting supply, demand, production, consumption data, and integrating them with qualitative factorsConducted commodity intelligence, market analysis, supplier evaluation, and trend forecasting for an Indian HVAC industry chip manufacturer and presented the same to the AVP of the manufacturing companyIdentified new leads based on service portfolio using advanced market analysis techniquesCollaborated directly with the AVP in company management, ensured streamlined decision-making and optimized operational efficiencyCrafting compelling solution slides for presentations to potential clientsDeveloped a training sheet including tips and tricks for interns to accelerate their research skills		
Senior Analyst	The Smart Cube (A WNS company)	March 2022- February 2024
<ul style="list-style-type: none">Engaged directly with C-level executives directly to understand the key challenges, gauge project scope and develop work plan to complete deliverables within the committed timelineIdentified global buyers for a steel manufacturer’s by-products, optimizing sales strategies and distribution channels for the sameSuccessfully assisted a global FMCG manufacturer in reducing CAPEX spending from €800 million to €550 million by providing end-to-end support in procuring various packaging solutions from 15 Low-Cost countries (LCC)Single-handedly managed monthly reporting tasks for India’s largest steel manufacturerConducted thorough primary and secondary research across diverse industry sectors to pinpoint potential suppliers and deployed stringent competitive benchmarking methods to assess their performance, reliability, and qualityHandled stakeholders of the largest steel manufacturer in the UK, improving operational efficiency by analyzing data from different rotational shifts and implementing successful practices across shiftsRefined new leads by service portfolio, employees, geography; structured them for presentationMember of the Office Engagement Committee, actively participated in orchestrating employee events to foster a vibrant and cohesive workplace cultureConducted global primary research to identify alternative suppliers for airport controllers for a tool manufacturer, mitigating shortages caused by the Russia-Ukraine war and fulfilling 70% of their demandCarried out a range of studies encompassing market sizing, trend analysis, driver and inhibitor assessments, and market dynamics. Delivered actionable insights via succinct reports and presentations		
INTERNSHIP EXPERIENCE		
Marketing Intern	Jones Lang LaSalle	Mar 2021 – May 2021
<ul style="list-style-type: none">Conducted market research to identify customer needs and market trends and assisted in defining product requirements and user storiesAssisted in uploading data to their website by conducting secondary market research for Hyderabad		
Admin Intern	NR ISPAT	Apr 2017 – May 2017
<ul style="list-style-type: none">Engaged with cross-functional teams to identify opportunities for enhancing operations through automation, additional features, and process refinements		
Customer Associate Intern	CLAP	Aug 2018 – Sept 2018
<ul style="list-style-type: none">Assisted students throughout the admissions process, resolved queries and ensured a seamless experience		
HR Intern	WeP Solutions	Apr 2019 – May 2019
<ul style="list-style-type: none">Developed and maintained databases and records of employee’s data and checked accuracy standards were met		

EDUCATION			
Degree	Institute	Percentage / CGPA	Year
MBA	IBS, Hyderabad	7/10	2022
BBA Honors	Christ University, Bangalore	3/4	2020
Class XII	Macro Vision Academy	85%	2017
Class X	Rani Laxmi Bai Public School	85%	2015
PROJECTS			
Live project- Metvy	▪ Framed strategies for their market entry		
Industrial review Project	▪ Comparative and Trend analysis of telecommunications industry		
Research Project	▪ Did research on Motivation effected by age and year of experience of employee's skills		
E.D.P	▪ Developed a business model related to fast food sector in India		

CERTIFICATIONS	
<ul style="list-style-type: none"> ▪ AI and ML – DRDO (Defense Research and Development organization) ▪ Peer Education – Christ University ▪ Travel and Tourism – Christ University 	
EXTRA-CURRICULAR ACTIVITIES	
Core Committee Member	<ul style="list-style-type: none"> ▪ Qurencia (International College Fest) ▪ Novice, Inferno, Genesis (Inter College Fest) ▪ Anvanya – College NGO
Events and Operations Head	Develop over Technology (DOT), IBS Hyderabad college Club
Way for Life, NGO	Helped children on the topics of communication and personality development