ABHISHEK PANICKAR

Contact Details

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Address: - MRA 164, Ottukal Street, Near Regional Passport Office, Kaithamukku, Trivandrum- 695 024.

Career Objective

Efficient and Hard-working Professional with experience of **1.2 year** in **Pre-sales** & **1.9 Years** in Finance & Back Office **Operations domain,** aiming for business development of the firm by offering my analytic skills, timely working results, setting up relationship and good problem-solving skills.

Work Experience

➢ Presales Associate

Company Name: **ARS Traffic & Transport Technology (India) Pvt. Ltd.** – *Nila*, *Techno Park, Trivandrum, Kerala*.

(Dec. 2019 - Jan. 2021) [1-Year 2-Months]

Business Domain: Intelligent Traffic & Transport Technology & Information technology.

Roles & Responsibilities

- Lead Generation, Technical Bid Management, and opportunity analysis (Indian Tenders).
- CRM tool handling for tracking upcoming opportunities & maintaining database of clients.
- Understanding and Analysis RFP/RFQ/RFI scope of work, payment terms & qualification challenges etc.
- Coordinating with business partners to process bid submission.
- Preparation of Pre-bid queries to resolve challenges & coordination of post bid response.
- Preparation of Bid Forms, Technical Proposal & Bid commercial.
- Preparation of detailed report (Summary & BQF) for Tendering and Bidding process.
- Preparation & submission of Daily/Weekly/ Monthly reports of live opportunities.

Highlights during work tenure

- Worked on overall 50+ opportunities in analyzing/sending queries for clarification.
- Worked on Smart City tenders like *Trivandrum ATCS & CC, Cochin Water Metro ITMS, BUIDCO Sasaram ATCS* etc.
- Won two tenders worth 50Cr. & 10 Cr. each.
- Reviewed bid deliverables for final submissions, Initiated bid a bid activities & took ownership for new tenders.

➢ Financial Processor

Company Name: **Deccan I Services Pvt. Ltd.** – *Carnival Building, Techno Park, Trivandrum, Kerala.*

(May 2019 - Dec 2019) [6 Months]

Business Domain: US Based Financial Services.

Roles & Responsibilities

- Reviewing and Processing mortgage files applied by various US customers.
- Verification of uploaded forms for approval of loans.
- Filling of essential data & calculation of loan payment in CRM Tool for further approval.
- Completing the task in SLA time and meeting target volume of files as requested by clients.
- Submission of daily and weekly report to update work progress.

Highlights during work tenure

- Worked for US based Banks and Credit union Clients like *Wells Frago, Bank of America* etc.
- Worked on night shift as per client requirements and resolved queries raised by clients.
- Worked on peak time to minimize workload.

➢ Operations Executive/ ID Verification Expert

Company Name: **IDmission Solution Pvt. Ltd.** – *Icon Tower, Baner, Pune, Maharashtra.*
(Dec. 2017 - Feb. 2019) [1-Years 3-Months]
Business Domain: European & US based Financial Services (Real Time Payment Processing Services).
Roles & Responsibilities

- Responsible for processing Real-Time KYC files for EU & US customers to complete payment transaction.
- Verifying different National or Residence IDs & its security details for approval of transactions.
- Rejection of tampered ID uploaded for payment transactions.
- Filing up essential data in CRM tool and approval of transaction in Real-time.
- Completing the task with maximum accuracy in short SLA time and end of every sessions.
- Preparation and submission of daily and weekly reports in company's Business Analytics Tool.

Highlights during work tenure

- Worked accordingly with money transfer protocol of different EU & US clients like *Western Union Money Transfer, Sigue Passporte, Ria Digital* etc.
- Worked 24*7 rotational shifts and also on weekends.
- Resolved queries raised by clients by coordinating with Technical Support Team during night shifts.

Education Qualifications

- ♦ **B.E Information Technology (I.T)**
- College: - **Rajiv Gandhi College of Engineering, Research and Technology**, Chandrapur, Maharashtra. *(Dec-2016) Nagpur University.*

- ♦ **Higher Secondary Certificate (H.S.C)**
- College: - Z.P High School Pandharkawada, Yavatmal, Maharashtra. *(May- 2011). Amravati University.*

- ♦ **Secondary School Certificate (S.S.C)**
- School: - Nathar English Medium School Pandharkawada, Yavatmal, Maharashtra *(May- 2009). Amravati University.*

Key Initiatives and Achievements

- Partner Analysis.
- Involved in OEM negotiations.
- Won bid worth more than 50 Cr.
- Partnership Dealings.
- Involved in RFQ, RFP drafting.
- Worked on **Smart Cities tenders**- PAN India.
- POC, Bid & Technical Documentation.
- Post-Bid clarification and documentation.

Key Skills

- Lead Generation.
- Time Management.
- Inter-departmental Co-ordination.
- Good Analytics skills.
- Bidding Process Management.
- Client Handling Skills (EU, US & Indian as well).
- Attention to details & ability to multi-task.
- Personal accountability & ownership for areas of responsibility.
- Competency in Microsoft applications including **Word, Excel, and Outlook**.

Strengths

- 2.8+ Years of hands-on experience in dealing with clients i.e. European, US & Indian (Govt. /Semi Govt.)
- Competitors Bid Analysis which increase wining probability.
- Resolving Bids Pre-qualification challenges through bid clarification/queries.
- Analytic skills useful for tender scope estimation and eligibility.
- Proposal writing, summary/ BQF draft for comprehensive analysis & presenting to higher management.
- Well-aware of data complexity and can maintain confidentiality of the data accessed.
- Able to work efficiently under pressure and in peak time, & can meet deadline for bid submission.
- Able to work in extra, night & rotational shift and also in U.S/EU process as well.
- Resourceful & self-motivated professional with good communication skills and ability to work independently and as a team player.

Area of Expertise

- **Pre-Sales & Post-Sales support**
- **Bid Management & Project Scope Documentation**
- Business opportunity analysis
- Business Partnership & Development
- **Technical Bid Documentation**

- Client Relation Management
- Customer Support
- Data Analysis
- **Financial & Back Operation Services**

Professional Training/ Certification

- Completed professional training course in Diploma in Network Administration (CCNA/CCNP) from Networkz System, Trivandrum- 2019.
- Completed profession training in Diploma in Java/J2EE programming from Mindscripts Technology, Pune - Aug- 2017.

Hobbies/ Interest & Other Details

- Gardening
- Painting
- Early Morning Jogging
- Languages known- English, Hindi, Marathi, Malayalam.
- LinkedIn ID- https://www.linkedin.com/in/abhishek-panickar-46b92976/

Declaration

I hereby declare that all the details above are true to the best of my knowledge and belief.

Thank You.

Date: 07/04/2021
Place: Trivandrum

Signature

Abhishek. Suresh. Panickar