



Abhishek Pangaria

MCA, International Institute of Professional Studies
Indore, India

9 yrs of global experience in Retail & Technology Consulting, Leading Teams & Managing Change

Independent Consultant

- Worked with leading Retail, F&B, Manufacturing, Shipping, MLM and IT Product & Services companies in Asia.
- Reengineered processes for a rapidly growing MLM company in wellness segment.
- Retail planning process consulting for several fashion retailers in India.
- Product Development and Technology consulting for a diversifying shipping company in HK and Singapore.
- Developed and demonstrated industry specific prototype for plant floor scheduling activities for F&B and mfg.

Manager, Aditya Birla Retail Ltd.

- Streamlined key business processes across functions and ensured their system compliance.
- Instrumental in saving over INR 20 million annually per distribution region through use of technology, integrating information flow across stores, warehouses and corporate offices.
- Initiated the process of setting up standards and identifying process boundaries.

Retail Consultant, Wipro Ltd.

- Engaged with leading retailers like *Target*, *Nike* and *Stage Stores* across geographies on assignments ranging from developing IT roadmap to defining processes, performance matrices and implementing technology solutions for improving efficiencies.
- Developed ideas for retailers from concept to implementable framework.
- Conceptualised and implemented ideas at Retail Store in Wipro and written concept papers on the same.

Business Lead (Retail), HCL Technologies Ltd.

- Worked with leading retailers like *Macys*, *Compass* and *Elsevier* on assignments ranging from developing markdown processes to technology consulting.
- Managed revenue of upto USD 3 million working as business development manager in USA.
- Program managed technology outsourcing from a UK based publishing company.
- Led large teams of technology and business consultants on several projects for key customers.

Achievements

- Several awards including “Star Performer Award”, the highest recognition at HCL for exemplary performance.
- “Best Associate Award” for Oasis Softwares from Indian Plast Pack Forum at PlastPack 2000.
- Accolades and certificates from NGO’s including Helpage India, Rotract Club and Teach India Foundation.

Areas of Interest

Business Development, Strategy and Process Consulting, General Management