



# Vishakha Gattani

An entrepreneur at heart; the constant change in external dynamics make work an interesting puzzle to solve. Coming from the City Of Joy, I enjoy using apparent insights to ideate and activate actions ; albeit in ways which are creative and challenging.

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## EXPERIENTIAL LEARNING

### DHL Logistics Pvt Ltd Business Development - Marketing & Sales

01/2022 - Present

Gurgaon

#### Achievements/Tasks

- Won 2 of the biggest contractual businesses for the Region, boosting Revenues by INR 2-2.5 Crores/month.
- Stakeholder Management across time zones and departments within and externally for every business has helped build resilience to get the work done.
- Multi cultural exposure to the geography and varied industries in India giving a sneak-peak into their Supply Chain

### InterGlobe Aviation Ltd. - IndiGo Assistant Manager - Sales

07/2018 - 07/2021

Mumbai

#### Achievements

- Used social media to sell supply chain solutions at the onset of the global pandemic; working directly with the Leadership.
- Awarded with the Most promising star for undertaking special assignments boosting revenues by 25% 2019-20.
- Awarded Solution Provider of the Year 2018-19 India, for stimulating a volume-revenue model - lifting revenue by 125% in 5quarters.

### DHL Logistics Pvt. Ltd Management Trainee - Marketing & Sales

06/2017 - 07/2018

Mumbai

Skills learnt : Process Improvement - Negotiation

#### Achievements/Tasks

- Identified Service Gaps and recommended techniques to arrest Revenue leakage by 25%, applicable to supply chain management of Oil & Gas sector.
- Won four businesses in four months; a by-product of my training in all verticals of logistics management

## MY SCHOOLING

### Symbiosis Institute of International Business, Pune

Masters in Business Administration -  
International Business & Marketing

2015 - 2017

### St. Xavier's College, Kolkata

Bachelor of Commerce (Honors) - Marketing

### Modern High School For Girls, Kolkata

ICSE and ISC

## SKILLS

P&L Management

Marketing&Sales

Corporate Strategy

Negotiation & Conflict Resolution

People centric leadership

## BEFORE 9AM & AFTER 6PM

Insatiable Inquisitive : Read and learn seemingly unrelated topics. What if the best of all the worlds could be integrated to create something anew?!

Creative Expressionist : When writing - On the dance Floor - Or simply practising Yoga

My secret thrills : Prototyping the most trivial of ideas and insights with self, family and friends

## COURSES / CERTIFICATION

INFS: Diploma In Nutrition and Fitness  
(04/2021 - 03/2022)

IDEO U: Design Thinking - From Ideas to Action  
(09/2020 - 11/2020)

Google: Google Analytics for Beginners (05/2020)

Google: Fundamentals of Digital Marketing (04/2020)

ICAI: IPCE - Chartered Accountancy Level II (11/2012)

## SKILLS IM WORKING ON

Innovating with Data ● ● ● ● ○

Storytelling for Influence ● ● ● ● ●

Fearless Self Starter ● ● ● ● ●

Collaborative teamwork ● ● ● ● ○

Negotiating the Non negotiable ● ● ● ○ ○

Conflict resolution ● ● ● ● ○

## HOW I COMMUNICATE

Listen

Think

Speak (if required) and as much\*