

ABHINAV SRIVASTAVA

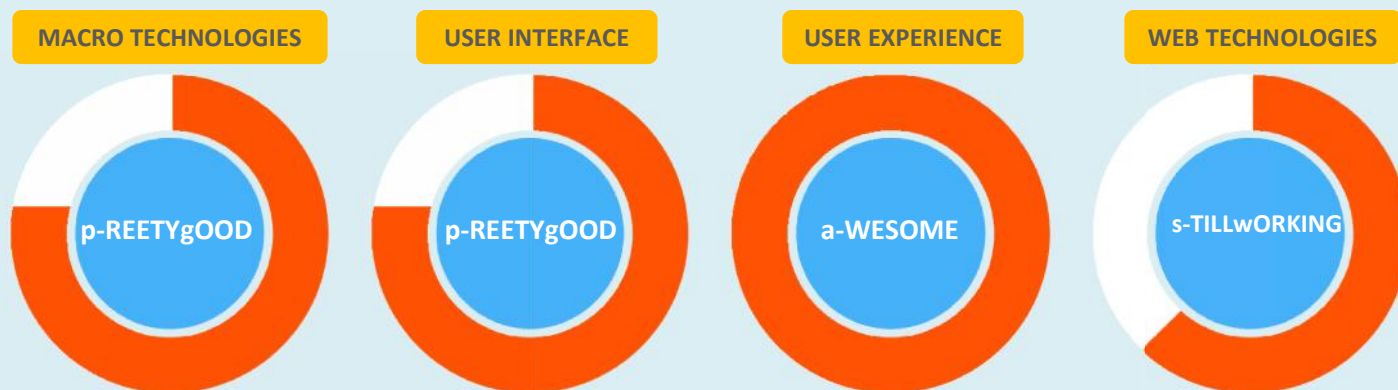


abhinav@nidester.com

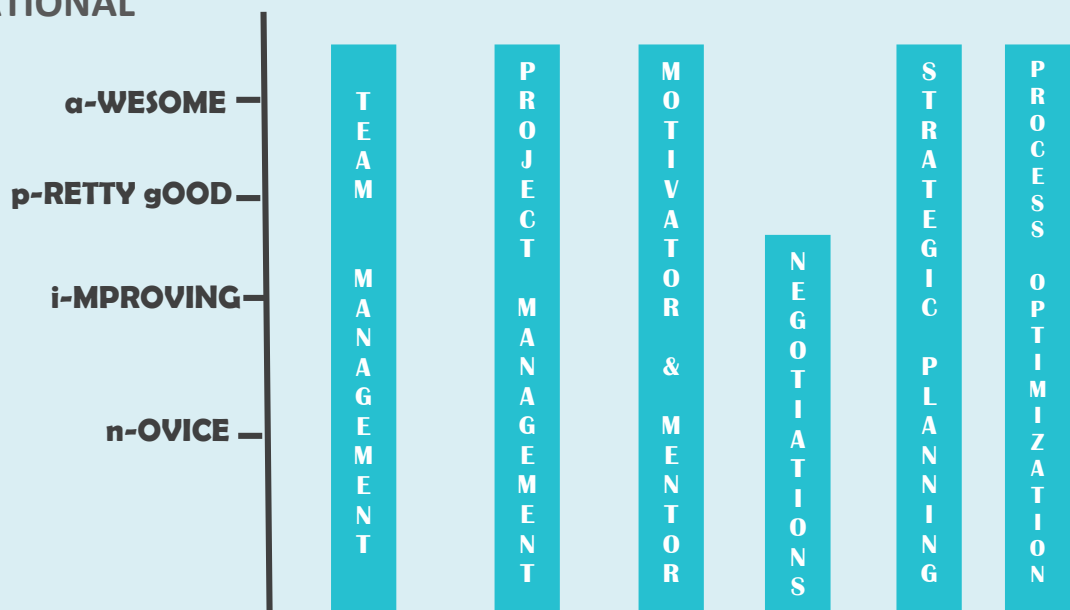
+91-9999-132-132 New Delhi

STRENGTH METER

TECHNOLOGY



ORGANIZATIONAL



MARKET & BUSINESS

BUSINESS DEVELOPMENT



PRODUCT DEVELOPMENT



MARKET STRATEGY



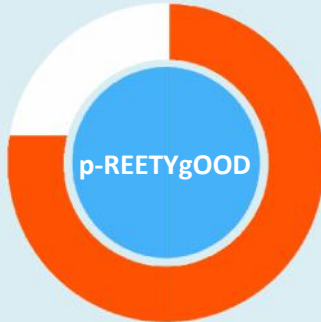
BUSINESS STRATEGY



B2B MARKET



CUSTOMER NEED ASSESMENT



TARGET MARKETING



DIGITAL MARKETING



E-COMMERCE



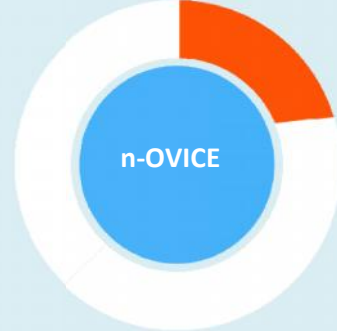
SOURCING & PROCURMENT



BUSINESS NETWORKING



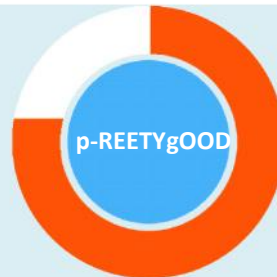
GLOBAL SOURCING



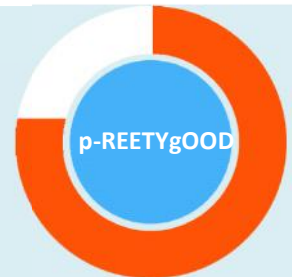
FINANCE



LEGALS & BUSINESS LAW



COSTING- ASSESMENT & OPTIMIZATION



FINANCING- FUND SOURCING & VALUATION



I'M A GUY WITH A PASSION FOR TECHNOLOGY & INNOVATION

Hey, I am Abhinav, Business Manager, Entrepreneur and a marketing grad from Welingkar's Mumbai. I love technology and believe in true mantras of innovation. I have worked with couple of companies and tried and explored some of my own business concepts. I have a very pragmatic approach towards business and market. I strongly believe job is like a pseudo- entrepreneurship where you are responsible for a product, department and people; success in which is a success to you and the organization.

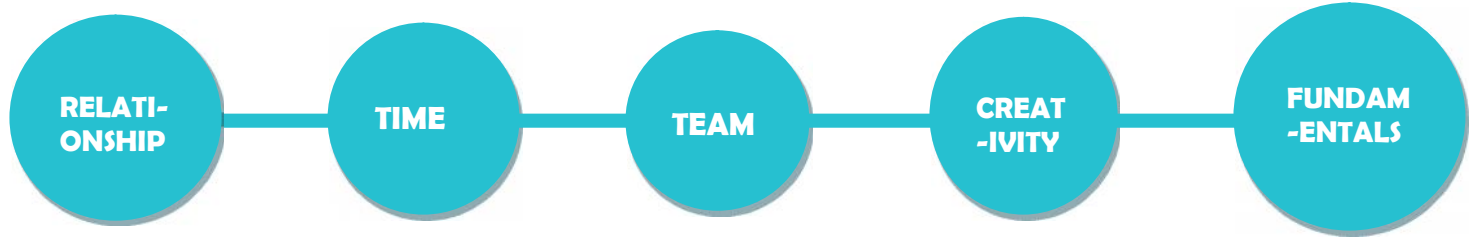
Why You Should Hire Me?

Through my education in engineering and masters in management studies I have gained a good insight into the technology and business world but I believe unless you have a market exposure all the subject matters are confined to hypothesis. I have consistently realized all objectives and goals on time and under budget. I have always focused in achieving excellence in any task that I pursue. However, I have never believed that meeting those criteria alone was good enough. As you know that every objective should exceed organization's expectations in terms of quality and services. I have very pragmatic approach towards Business and Market strategy and can do wonders in process and product development.

My professional creed includes:

- **Pride in the quality of my work, and a willingness to personally perform even the most menial tasks to remove obstacles and get the job done.**
- **Ability to envision how the goal is to be achieved and communicates those to the upper management, always with positive results.**
- **Effective communication and listening skills.**
- **Skilled in building lasting relationships with clients and vendors.**
- **Excellent skills in guiding, motivating, training and mentoring other team members.**

MY BUSINESS PRESUMPTION



Coming together is beginning, staying together is progress and working together is success- Henry Ford

I subscribe to Henry Ford thought and believe that long lasting relationship is the key ingredient for a successful business. Relationships with employees, customer and partners can foster great opportunities and services. A positive relationship dynamics creates a positive brand image.

Future is something which everyone reaches @ of sixty minutes an hour, whatever he does, whoever he is- C.S Lewis

Thought of "Time" so beautifully described by C.S Lewis. I truly believe that every person moves into the future at the same rate. How you shape future depends on how you use every hour of your day. The only reason behind successful people or businesses is the focus to use each single hour to attain their goals and objectives.

No one can whistle symphony. It takes a whole orchestra to play it- H.E Luccock

I believe strong and cohesive team results in great team work. The expandable of the acronym "TEAM" is Together Everyone Achieves More. It takes a lot of dedication and insight to develop a great team. One weak link can result in total failure. Team with the best people wins and the organization with the best teams leads.

Creativity comes from conflict of ideas- Donatella Versace

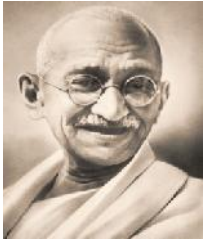
Although can be taken up very easily but it truly lies in the deepest roots of your imagination. It's the work of the bravest to bring it out in the real world. The idea may get rejected but what it accomplishes is that it sets the stone rolling to a better vision and end product.

The human mind is our fundamental resource- John Fitzgerald Kennedy

I believe you should be fundamentally very strong in whatever you venture into. You should be accompanied by greatest desire to learn and attain knowledge and acumen into the fundamentals driving that area. Whatever you do, put to use the best of your knowledge and experiences.

PEOPLE WHO INSPIRE ME

[To know more click on Images]



[MAHATAMA GANDHI]



[SWAMI VIVEKANADA]



[ANNA HAZARE]



[MOTHER TERESA]



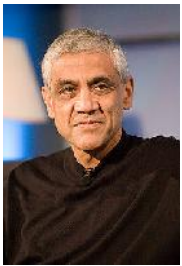
[RATAN TATA]



[AZIM PREMJI]



[VINOD DHAM]



[VINOD KHOSLA]



[AMAR G BOSE]



[SHAHRUKH KHAN]



[SAM MANEKSHAW]



[VIKRAM PUNDIT]



[C V RAMAN]



[AMARYTA SEN]



[M F HUSSAIN]

THESE ARE SOME OF THE PEOPLE WHO INSPIRE ME IN MY DAILY LIFE. I CLOSELY FOLLOW THESE PEOPLE AND CONSTANTLY TRANSLATE THEIR THOUGHT, TEACHING AND EXPERIENCES IN MY ENDEAVOUR. THESE ARE SOME OF MY IDEALS WHO HAVE HELPED ME SHAPE MY THOUGHTS AND VISION. THEY INSPIRE ME IN MY PERSONAL AND PROFESSIONAL LIFE AND CONSISTENTLY ENCOURAGES ME TO DO BETTER. THESE ARE SOME PEOPLE WHO ARE MY SIMULATOR TO ACHIEVE EXCELLENCE.THEIR CONTRIBUTION AND DEDICATION IN THE RESPECTIVE FIELDS IS UNMATCHED.

WORK HISTORY



Founder
Bquobe Infosystem Pvt Ltd

A very good learning experience; we rolled out a couple of project. The stint with my own venture was a great learning experience on all the fronts. I managed to comfortably get exposure to various areas of the business like finance, hr, various tech etc which would have not been possible so early in my career. I feel more strong and confident now. I have understood various intricacies of a startup and a business as a whole which has helped me to gain a macroscopic vision on various elements of business and management.

Bquobe is a comprehensive video website specifically designed around the needs of corporate communication. It's an effortless way to implement video solutions for an organization.

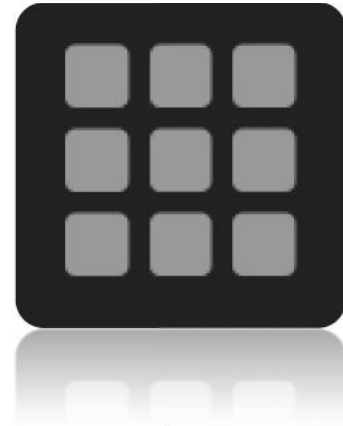


Founder
<http://podiff.com>

Under the flagship of Bquobe.
Podiff is a social and a new way to say things. Users can create interesting Point Of Difference content called PODs. With Podiff we want to let users create, share and learn things in a binary format. You can create PODs from text, Gif , Images or information.
The website was launched in May 2014 and had a good response so far with users from across the globe. The mobile version is on the way.

Karzu

Karzu is an amazing application for India's robust Automobile sector. The application is the quickest and easiest way to empower dealers, service centers, showrooms with mobile capabilities. Karzu helps dealers in easy customer management, service management and lead generation.



Founder
<http://inkgrid.com>

Under the flagship of Bquobe.
Inkgrid is an ecommerce platform catering to the niche segment of art and photography. Inkgrid lets you create a unique art called Grid-Art on theme of DIY. Grid Art is way to create a big image using many smaller images. So it is one big piece of art which will capture all your special moments into one awesome photo. Inkgrid lets users to create their wedding album as DIY which is delivered at your doorsteps.
Inkgrid store is a place to buy some of the unique modern art.

Inkgrid has given me an opportunity to work in the ecommerce sector. We have tied up with many event and wedding planners, vendors and designer to source goods for Inkgrid store.

These ventures had been a great source of learning for me. We have had successfully covered many milestones. Some of the venture made a footmark in some of the India's renowned business plan competitions. We have been in semifinals of IIT eureka. We have been considered by one of the leading incubator Tlabs for one of our venture. In the Endeavour we got an opportunity to engage with many VC investors based both in India and US. We had a service arm '<http://nidester.com> , which had been a great source of funding for us. We have worked with some of the clients to realize projects in web and mobile space through Nidester.



Founder & COO

Atos Technologies {Now Closed and Transferred} was a venture where we had successfully managed to work on many outsourcing projects related to BPO and KPO.

I was particularly taking care of the web segment of the business which included a website for project freelancing.

<http://itesworld.com> was much like the Elance dedicated to bring in freelancers and companies on one platform.

We got a great working experience in the IT and sourcing business. The Atos team is now placed with some of the best companies in US and India and few of the founders are working on their own venture.



Business Development Manager

Bose is a leader in sound and PA systems. Bose has two divisions majorly Retail and Professional. I was working with the Professional division which is majorly involved with professional spaces like airport, hospitality, offices, auditorium etc. Bose is an organization which truly believes in innovation and this is imbibed in every employees DNA. With constant Innovation Bose has proved to be a market leader in sound systems and has consistently given costumers a better audio experience. My exposure in Bose was with the western market including Goa, Maharashtra, Gujrat and MP. It had been a great learning experience working at Bose. I still cherish the moment spent in this fabulous organization.



MT- Sales and Marketing

After post graduation it was my first step into the market. I was majorly responsible for sales. As they say "Sales is the stepping stone for marketing" , my exposure to sale made me belief in the fundamentals which I practiced inside the close doors of classroom. It provided me various insights on industry, market, customer service, negotiation etc. HCL famous for its sales strategy, in my belief is the most aggressive sale organization in India. Its aggression and sales strategy has made it a \$6 billion organization with a complete dominance in Government sector and off shoring business. Working with HCL has given me invaluable insight into market and sales strategy. Again a very street smart organization to work with.

When I'm not working or drinking beer, I love doing this....



READING

To view my reading list click on the link:
<http://www.goodreads.com/review/list/11742965>



PHOTOGRAPHY

Coming Soon: I am currently updating the online repository of my photo collage. Soon you will be able to follow my work and comment.



SPORTS

Since a long time I am not able to get grip on some of my favorites sports like TT, Snooker, Badminton and Cricket but on and off I try to give some leisure time to once much followed hobbies of mine.



TRAVELING

I just love traveling and try to rope in other hobbies like reading music and photography with it. Till time I have scouted extensively in interiors of India excluding East. My wish list includes some of the exotic locations like Europe, Amazon and Africa also I have a wish to travel to another continent via ship.



MUSIC

I don't have any prejudices to any sort or genre of music. I just grab my hands on anything that suits my mood and can make me feel light. Music is an instrumental thing for me to relax and discharge my weeks of stress in a go. When it comes to music I am a loner and love to listen in confinement.



BLOGGING

This is a recently picked hobby of mine. I have still not made any remarkable contribution to it but I would like to explore more in futures. It's a nice learning experience and a way to pen down my thoughts. Passion and interest are basis to help me choose a topic to write about.

WORK PREFERENCE

Current Location



Open To Relocate



I would further like to discuss more on my Endeavour so far. I would like to talk through my journey and challenges I faced & how we were able to overcome some of them. I would love to know more about your venture, what are your current vision and challenges. What milestones you would like to attain in the coming time. I will like to get a clear understanding on what profile you are offering and what are your expectation, for the current open profile, in the near term and long term. I want to understand ways in which I can add value to your organization and how and why do you see me fit for the role offered?