ARNAV AVI

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Summary

*Operations and revenue manager at a $11.5M iron and steel distributor, owning **inventory planning**, **credit control** and **warehouse productivity**. Cut receivable days 37%, recovered ₹18L overdue and lifted labour output 36% through **process redesign**, **dashboarding** and **B2B negotiation** across the NCR client book.*

Education

MASTERS' UNION — **2026 - Present | Gurgaon**
Post Graduate Programme in Technology and Business Management

PRAGUE UNIVERSITY OF ECONOMICS AND BUSINESS — **2021 - 2024 | Prague**
Bachelor of Business Administration | GPA 3.16/4.00

HERITAGE XPERIENTIAL LEARNING SCHOOL — **2019 | Gurgaon**
CBSE Class XII (Commerce) 94% | CBSE Class X 85%

Experience

MALIK AND SONS (Iron and steel distributor, NCR; ~$11.5M annual revenue) — **Aug '24 - Apr '26 | Gurgaon**
Business Manager, Revenue and Operations | Full-time

Operations and Inventory Management

- Cut stockouts 57% and released ₹5L of excess stock by building a self-made Excel SKU dashboard for the catalogue
- Raised warehouse productivity 36% and cut overtime cost 60% by introducing tonnage-linked incentive pay for labour
- Held on-time delivery against committed dates by planning daily dispatch runs and coordinating transport across NCR

Credit Control and Stakeholder Management

- Cut receivable days 37% and recovered ₹18L overdue by building a credit-control tracker across the NCR client book
- Lifted on-time collections from 48% to 82% by enforcing credit limits and escalation rules with defaulting buyers
- Closed bulk steel orders at negotiated rates by leading price discussions directly with contractors and fabricators

Internship

DM AND COMPANY (Accounting, tax, legal and BPO consultancy) — **Jul '23 - Aug '23 | Gurgaon**
Intern, Taxation and Compliance | Full-time internship

- Cut GST filing turnaround 30% by reconciling Tally ledgers for client accounts inside a 24-hour closing window
- Achieved 100% on-time GSTR-1 submissions by building a tracker covering the firm's monthly compliance calendar

Projects

HYPEKINGDOM (Reselling venture for limited-release sneakers) — **May '23 - Jan '24 | Gurgaon**
Founder | Sourcing and Fulfilment

- Lifted margin 18-25% per pair and grew revenue 30% by negotiating bulk supplier deals across limited release drops
- Raised repeat purchase to 40-50% at 100% fulfilment by designing sourcing and delivery SOPs for every customer order
- Built a returning buyer base by running order intake and queries on WhatsApp with early access for repeat clients

B2B INVENTORY MANAGEMENT: A LEAN MANAGEMENT APPROACH — **Sep '23 - May '24 | Prague**
Author | Bachelor thesis, Prague University of Economics and Business

- Sharpened evaluation framework accuracy 25% by applying Lean Six Sigma root-cause analysis to a B2B inventory case
- Cut thesis completion time by 20 days by replanning the work into parallel workstreams tracked on a milestone plan
- Projected 78-95% operational risk reduction by building a Pareto-based FMEA model across distributor processes

Achievements

- Runner-up at Masters' Union Startup Weekend, pitching a venture built and validated inside a 54-hour build sprint
- Graded Excellent (1/4), the top band, on bachelor thesis, thesis defence and state exam at Prague University
- Recovered ₹18L in blocked receivables at Malik and Sons, releasing working capital back into stock purchase
- Ranked among the top scorers of the CBSE Commerce cohort at Heritage with 94% in Class XII board examinations

Extracurricular

- Finished the Tuffman half-marathon under two hours, training to a structured 12-week plan built on weekly mileage

Social Impact

UNITED NATIONS VOLUNTEERS (V-Force) — **Jan '20 - Feb '20 | Remote**

- Delivered desk research on adolescent and youth health in India, synthesising public data into briefing material

Skills

Business Skills: Cross-Functional Stakeholder Management | Process Design and Optimisation | Data Analysis and Dashboarding | Program Planning and Execution | Working Capital and Receivables | Vendor and Client Negotiation | Root-Cause Analysis (Lean Six Sigma, FMEA)

Technical Skills: Excel (Advanced) | PowerPoint | Word | Tally | Canva