



# Abhimanyu Arora

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## Summary

Versatile leader with rapid growth across strategy, operations, marketing, and defense contracting. At the forefront of driving innovation in Unmanned Aerial Vehicles, shaping policy, and representing India's leading UAV firm at national and global industry platforms.

## Professional Experience

### Senior Vice President & Chief of Staff | Raphe mPhibr | Noida

- Led a 15-member team to secure and deliver 294 UAVs worth ₹210 Cr to the Indian Army, ensuring timely deployment.
- Developed an MRO process reducing UAV repair turnaround by 77%, enhancing operational efficiency and boosting client satisfaction.
- Represented the company at international expos like Eurosatory 2024 and Paris Air Show
- Represented the company at key technology indigenization seminars and policy discussions with the Indian Army, Navy, Air Force, DRDO and Ministry of Defence.
- Oversaw a ₹100 Cr project for 100 long-range swarming UAVs while managing contracts, marketing, and project delivery.

### Vice President - Marketing | Raphe mPhibr | Noida

- Led teams in 20+ domestic and international expos, formulating marketing materials for 9 UAV types, enhancing industry presence.
- Executed acceptance and delivery of 48 logistics drones worth ₹40 Cr, the largest order of its kind in 2022-2023.
- Secured ₹3 Cr research grants under iDEX and managed R&D for high-altitude logistics drones under DRDO's Technology Development Fund.
- Developed UAV testing standards with DGQA and Indian Army, aligning with JSS55555 manual to improve product reliability and compliance

### Executive Assistant (Tech) to the CEO | Raphe mPhibr | Noida

- Led the development of new products - search and rescue drone for Navy and drone-based artillery aiming software using AI.
- Prepared techno-commercial proposals for 3 UAV contracts worth ₹148 Cr, while managing client demonstrations and ensuring alignment with user needs.
- Developed technical documents for R&D projects, improving user understanding of technology and ensuring effective tracking of stage-wise development.
- Planned UAV deployment for armed forces, enabling timely identification of targets and interventions, saving lives during critical missions.
- Established a state-of-the-art carbon fibre and electronics facility, procuring ₹120 Cr machinery via complex international supply chains and customs.

### Management Intern in the Chairman's Office | Raphe mPhibr | Noida

- Shadowed multiple departments to gain deep insights into daily operations, identifying challenges and opportunities for streamlining processes across the company.
- Managed UAV movements, internal procurement requests, and customs documentation, improving tracking and monitoring with an updated, categorized database

## Education

BE(Electronics and Communication Engineering) - *College of Engineering, Anna University, Chennai* | India

## Accomplishments and Awards

- Fast tracked promotion from Intern to Sr.VP at Raphe mPhibr ; 3 promotions in 4 years.
- Recognised by the Deputy National Security Advisor for on-ground and policy leadership in the UAV technology space in India.

## License & Certifications

Defence Acquisition Management Course – Society of Indian Defence Manufacturers (SIDM)

## Co/Extra-curricular

- **Literary Club President (CEG)**, Organized a three-day intercollegiate literary fest with 50 colleges, increasing student engagement through orientations and events. Formulated club guidelines, secured ₹1 Lakh sponsorship, and added 400 new books to the library.
- **Team Leader - National Accounts (AIESEC in Chennai)**, Led a team of 5 coordinators to provide international interns to AIESEC India partners like Amazon, Coca-Cola, and TCS. Matched local corporate clients with international interns, aligning with specific requirements and fostering successful placements.
- **Organizing Committee President - Youth to Business (AIESEC in Chennai)**, Managed marketing for Youth to Business Forum, attracting 600 students and 150 corporate houses citywide. Organized panel discussions featuring CEOs from Dabbawalas, Business Blogging, Grundfos Pumps, and Polaris.
- **Organizing Committee Vice President - Balakalakkar (AIESEC in Chennai)**, Managed logistics for Foot Prints, a six-week child rights project involving 5,000 underprivileged children.
- **College Quiz Team** member ; won 5 gold and 7 silver medals in inter and intra college quiz competitions.
- **Runner Up Under 15 Squash Championship** organized by Tamil Nadu Squash Academy.