



Aman Shah

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Summary

Business development professional with global experience across sales, strategy and supply-chain. Skilled in leading cross-functional teams, optimizing supply chains, and driving market expansion. Adept at leveraging data-driven insights to deliver sustainable growth and operational efficiency.

Professional Experience

Business Development Manager | ExxonMobil | Bangalore

- Led a 5-member team to support a 5-year APAC marketing strategy for EPDM Rubber, identifying profitable applications, estimating market potential and demand trends through international customer engagement and tradeshow participation; the study helped enable \$500M investment decisions and position ExxonMobil as a global product leader
- Devised & executed product positioning strategy for India market, that boosted penetration of 3 products sold to automotive & tire industries; generated US\$ 27M revenue in 2023 against US\$ 14M in 2022 (91% y-o-y growth)
- Led 3-member EPDM-Rubber Sales Team to formulate & implement marketing initiatives like brand repositioning & promotion campaigns; achieved >200% sales target in 2023 & 2024, while maintaining market lead in product price
- Proposed & enabled set-up of a logistics center in Belgium for flagship US-produced product that cut delivery time to India from 120 to 60 days; gained competitive advantage & grew revenue 336% from US\$ 0.6M in 2022 to US\$ 2.7M in 2023
- Re-established communication with dormant client & revived business relationship; negotiated mutually agreeable terms & secured US\$ 10M contract, that grew overall India sales by 25%

Regional Sales Demand Planner | ExxonMobil | Mumbai-Bangalore

- Spearheaded demand planning for 3 key product lines with ~US\$ 1.7B/yr revenue & >1K customers, using predictive modelling; improved forecast accuracy by 9%, resulting in operational savings of US\$ 9M in 2021
- Devised strategy to deploy product with capped production from Saudi Arabia plant across clients/countries in APAC region with highest margin potential; achieved US\$ 3.6M increase in gross margin in 2021
- Led 5-member, cross functional, Asset Readiness team from 4 geographies, to develop GTM strategy for products from new US-based plant for sale in APAC region; implemented plan in 3 against stipulated 9 months & achieved US\$ 35M sales
- Strategized to move dead inventory in APAC region; reduced dead stock by 30% & realized US\$ 2.2M annual cost-savings
- Established & institutionalized processes to prevent sale of same lot multiple times; reduced instance by 90%

Sales Planner - India | ExxonMobil | Mumbai

- Optimized processes to cut lead time between order placement & delivery by 30%, boosting sales; closed 2018 target gap of 3% for flagship product, VistamaxxTM, & achieved 2019 target with 10% y-o-y growth
- Automated daily reporting process using Advanced Excel; eliminated manual intervention & reduced reporting time by 84%

Finance Intern | Credit Suisse | Mumbai

- Developed tool to calculate optimal discounts on commissions given on volume trades to brokers, stock exchanges & clearing houses; delivered 20% cost reduction in commissions for international trading desk, saving US\$ 1M annually
- Automated 10+ monthly reports using SQL scripts & Alteryx that improved operational efficiency; reduced monthly reporting time by 80%, saving 30+ hours/month across 2 analysts
- Received Pre-Placement Offer (PPO) based on performance during internship

Education

B.E. (Hons.) – BITS (Birla Institute of Technology & Science) Pilani | India

Certifications

'Investment Banking & Corporate Finance' course, HEC Paris (in-person): Achieved perfect 4.0 GPA

Extra-Curriculars

- Councillor, IIM Ahmedabad: 1/2 PGPX students elected to Students' Legislative Council at IIMA for the AY 25-26
 - SLC is IIM Ahmedabad's top student government body, in charge of overseeing, and managing all student activities
- President, Mechanical Engineering Students Association, BITS Pilani; led 500+ members, organized 20+ academic events.
- Author - The Indian Economist (now Qrius): Published 10+ articles on business subjects

Accomplishments

- Top 10% Performer (2019–2024): Consistently rated among the top 10% performers across five consecutive years. Fast-tracked across three roles from Sales Planner to APAC Regional Sales Demand Planner to Business Development Manager based on stakeholder recommendations
- 2025 Global Sales Award: The highest level of recognition given for exceptional sales impact awarded for reviving a dormant client, securing a US\$10M contract, and driving a 25% increase in India sales
- 2024 APAC Sales Award: Awarded to the top-performing team across APAC for exceptional customer relationship management, recognized for maintaining strong client trust during a product shortage through proactive communication
- 2023 Sales Excellence Award: Awarded for leading a 3-member team to achieve 200% of the sales target within 3 months and recovering crucial overdue payments, preventing potential bad debt.
- 2022 Global Supply Chain Excellence Award: Recognized for exceptional cross-functional collaboration to resolve critical COVID-era disruptions in Singapore–India shipments, ensuring business continuity.
- 2021 APAC Commercial Award: Awarded for accelerating order processing and shipment bookings under tight timelines to meet aggressive APAC sales targets
- 2021 APAC Commercial Award – Special Recognition: Received for demonstrating leadership in mitigating overflow inventory and avoiding a plant shutdown by driving accelerated sales across channels
- 2021 Global Supply Chain Excellence Award: Recognized for enabling timely APAC deliveries during the global shipment industry upheaval through strong coordination with global teams
- 2020 India Excellence Award: Awarded for achieving sales targets through cross-functional collaboration and process optimization in the 2019 sales cycle