Parth Vora

E-Mail: x25parthv@iima.ac.in **Mobile:** +91 8879315442 **LinkedIn:** www.linkedin.com/in/parthvora95/

Summary

Business development leader with 6+ years of end-to-end experience spanning Sales, Warehousing, New application development, Product Innovation, and Technical services; 2x Global Award winner (<0.2% employees globally) for leading globally replicable market expansion initiatives, securing multi-million-dollar contracts, and driving high-impact stakeholder management

Professional Experience

Senior Sales Manager | ExxonMobil | India, Mumbai

- **Topline Growth:** Led sales strategy **delivering 35% YoY growth and $12M revenue** by regaining a global key account and developing two breakthrough application segments
- **Commercial Strategy:** Secured the company's first 2-year contract with a global key account, setting a replicable multi-contracting model across business units and enabling execution of high-value, long-cycle projects
- **Key Account Leadership:** Regained a global key account, securing $1.5M in incremental revenue through multi-affiliate engagement, and a tailored commercial strategy to scale volumes
- **Market Expansion:** Developed 2 breakthrough product applications that achieved pan-India scale-up, generating $2M in first-year revenue through technical acumen and cross-regional collaboration
- **Crisis Management:** Safeguarded $1.5M annual business by leading cross-functional teams to resolve a high-risk product quality issue, leveraging technical judgment and stakeholder alignment
- **Channel Expansion:** Unlocked $100K in first-year revenue by onboarding a segment-specific distributor, resolving channel conflicts to enable deeper market penetration

Sales Team Lead | ExxonMobil | India, Mumbai

- **Inventory Scale-up**: Drove inventory scale-up from 3 to 29 SKUs in 3 months through data-backed customer analysis, regional demand cycle insights, and competitive benchmarking
- **Warehouse Scale-up:** Led the team to achieve $20M in sales in the first year of warehouse operations while simultaneously streamlining key processes for sustained growth
- **Process Excellence:** Slashed O2C (Order-to-cash) turnaround time by over 85% through revising 8+ SOPs in order processing, material loading, and delivery scheduling areas
- **Operational Efficiency:** Improved order fulfilment accuracy by 20% through SKU-level planning and automation of physical loading using SAP ERP, enhancing delivery reliability and customer satisfaction

Senior Product and Market Development Specialist | ExxonMobil | Bengaluru

- **Strategic Turnaround:** Regained $1.5M business from India's largest dairy after 6 months of on-site engagement across 6+ departments, diagnosing critical pain points and delivering tailored, solution-led fixes
- **Strategic Project Leadership:** Led global repositioning of an underperforming product, turning it into a $7M success by unlocking innovative applications and driving a regional scale-up strategy
- **Go-to-Market Strategy:** Led the India launch of a high-value technical product, achieving $1.5M in first-year revenue through sharp segmentation and solution-based selling
- **Digital Enablement:** Championed Salesforce CRM adoption across the South Asia team, training 50+ commercial and technical users and achieving near-100% adoption ahead of schedule

Product and Market Development Specialist | ExxonMobil | Bengaluru

- **New Segment Creation:** Pioneered 8+ new applications in the commercial vehicles and three-wheelers segment, generating $900K revenue in 2 years and enabling global replication beyond the product's traditional focus on passenger vehicles
- **New Customer Acquisition:** Secured 4 new customers by managing the entire sales funnel, generating ~$1M revenues, the highest new-customer revenue across the India sales team
- **International Markets:** Delivered $500K in new business by engaging ASEAN customers through in-person and virtual collaboration, driving product trials, resolving quality issues, and acquiring new accounts
- **Strategic Breakthrough:** Drove $400K revenue at India's leading three-wheeler manufacturer with 18 months of sustained engagement and pilot trials, establishing a long-term growth partnership

Education

B.Tech Chemical Engineering – *Institute of Chemical Technology (UDCT)* | *Mumbai*

Accomplishments

- **2024 Global Award**: (Awarded to <1% of the 62,000 global employees) - For driving market expansion by developing 3 new application segments and enabling global replication through shared learnings
- **2023 Global Award**: (Awarded to <1% of the 62,000 global employees) - For driving product innovation across the value chain to enable the conversion of non-recyclable plastic into recyclable structures
- **2023 Business Award**: Recognised for driving profitable growth in the South Asia Polyethylene region through strategic share-shift, innovation, and cross-functional collaboration
- **IDP Runner-up** in Vortex, Asia's Largest Chemical Fest: Secured 2nd place among 50+ teams by solving a live industry challenge with real-time, practical solutions using strong technical and problem-solving skills
- **Best Student of the Year** – School Honour: Received the highest academic award for all-around excellence in academics, leadership, and co-curricular achievements

License & Certifications

- Excel Skills for Business: Advanced, Macquarie University, 2025

Extra-Curriculars

- **Co-founder of Social Impact Startup:** Successfully running a Social Impact venture since 2021, focused on creating community impact through digital solutions, alongside full-time professional and academic commitments
- **Academic Affairs Secretary**, PGPX Class of 2026: Elected student council member representing academic interests; actively coordinating with faculty and administration to improve learning outcomes
- **Published Research Author**: Co-authored a Research paper on 'Li-Fi technology' in the International Journal of Advanced Research in Engineering and Applied Sciences
- **Event Leadership** – ExxonMobil Tech Centre 20-Year Celebration: Led logistics, customer engagement, and executive sessions for a 2-day flagship event attended by global VPs and board members