



Parth Vora

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

Summary

Strategy-driven business leader with multi-functional experience across sales, marketing, operations, technical service and digital transformation. Recognised for **driving market expansion, building scalable processes, and leading cross-functional teams** to deliver measurable business impact. **2x Global Award winner (top 0.2% of 72,000 employees worldwide)** for developing new market segments and pioneering sustainable, customer-centric growth initiatives

Professional Experience

Sales Manager | ExxonMobil | Mumbai, India

Jan'24 – April'25

- Led the West India sales team to deliver **35% YoY volume growth (\$12 M revenue)** despite an **already dominant market** position by developing two breakthrough market segments and introducing customer micro-contracts and quarterly rebates
- Led the Turnaround of a Global Key Account, delivering **\$1.5M in incremental revenue** through multi-country and multi-level stakeholder alignment, data-backed problem-solving, and a differentiated commercial strategy
- Secured ExxonMobil's first multi-year strategic contract with a global key account, **establishing a replicable multi-contracting model across business units** and enabling execution of high-value, long-cycle projects.
- Championed the Digital Enablement of Salesforce CRM across South Asia, achieving near 100 % adoption ahead of schedule and leading to enhanced data visibility, seamless collaboration across business units, and faster sales pipeline conversion
- Represented ExxonMobil as a Keynote Speaker at India's largest industry forum (350K+ attendees), strengthening brand positioning and customer trust through thought leadership
- Built a new distribution channel for an untested segment, **achieving \$100K in the first year** through multi-level leadership alignment, resolution of existing channel conflicts, and conviction to drive a high-risk, high-reward initiative

Warehouse Sales Team Lead | ExxonMobil | Mumbai, India

Dec'22 – Dec'23

- Established ExxonMobil's first direct warehousing model in India, operationalising **five warehouses** from scratch and managing **\$10M+ in inventory** for localised distribution while balancing channel conflicts and market prices
- Onboarded a new sales team and delivered **\$20M in revenue, exceeding targets** in the inaugural year of warehouse operations amid challenges such as channel conflicts and the absence of regular customer forecasts or contracts
- Revised **8+ SOPs** across order-to-cash, loading, and delivery scheduling processes, **cutting turnaround time by over 85%** and thereby fulfilling more orders by expanding product variants and lowering MOQs
- Implemented SAP ERP-based automation and detailed SKU-level planning to **improve order fulfilment accuracy by 20%**, building a more data-driven and customer-focused supply chain

Product and Market Development Specialist | ExxonMobil | Bengaluru, India

Jul'18 – Nov'22

- Led a Global Repositioning Project for an underperforming product, **transforming it into a \$7M business** by uncovering new market segments, tailoring regional go-to-market strategies, and deepening customer partnerships to accelerate adoption
- Spearheaded the South Asia Launch of a premium product, **driving \$2M in first-year revenue** through targeted segmentation, close customer collaboration, and capability building across sales and technical teams
- Pioneered New Market development by **identifying 8+ new applications** in commercial and three-wheeler vehicles for a product originally focused on passenger vehicles, **generating \$900 K revenue** and driving global replication across regions
- Led a six-month strategic turnaround to **regain \$1.5 M annual business** from India's largest dairy by immersing on-site to diagnose end-to-end process gaps, resolve complex technical issues, and restore customer confidence—expanding market share by 30%.

Education

MBA (PGPX) – Indian Institute of Management, Ahmedabad

2025 – 2026

- Individual Research Project: 'GenAI and Predictive AI Vs Traditional Marketing Techniques in D2C'
- Live Project (Persistent Systems): 'AI Market Landscape & GTM Playbook for IT Service Industry'

B.Tech Chemical Engineering – Institute of Chemical Technology (ICT/UDCT), Mumbai

2014 – 2018

Accomplishments

- **2x Global Award Winner**, recognised among the **top 0.2% of 72,000 employees worldwide** for driving multi-regional business growth through innovation, market expansion, and sustainability initiatives
- **2023 Business Excellence Award**, for driving profitable growth in South Asia through innovation and cross-functional alignment.
- **1st Runner Up** amongst **200+ teams** at National Case Competition 'Hack the Risk 5.0' by NCDEX (in partnership with SEBI)

- **BEST STUDENT of the YEAR** (amongst ~650 students) for all-around scholastic performance in academics and extracurriculars

License & Certifications

- **Fundamentals of Digital Marketing**, Certification Course by Google
- **Cloud Computing Fundamentals**, Certification Course by Google
- **Generative AI for Marketing** Professional Certificate by the American Marketing Association
- **Advanced Excel Skills for Business**, Macquarie University, 2025

Extra-Curriculars

- **Academic Affairs Secretary**, Elected student council member **representing academic interests of 150+ students**, serving on the institute's **Apex Academic Council** alongside PGP, FABM, and PhD representatives
- **Social Initiative**: Actively running a **community-driven marriage bureau** with my mother for 4+ years with a focus on social impact while balancing full-time professional and academic commitments
- **Co-authored a Research paper** on 'Li-Fi technology' in the International Journal of Advanced Research in Engineering and Applied Sciences (ISSN: 2278-6252)
- **Led end-to-end planning and execution** of ExxonMobil Tech Centre's 20-Year Celebration, managing logistics, customer engagement, and executive sessions **for a two-day flagship event attended by global VPs and board members**