

**Abhisheik Kumar**  
**Mobile Number:** 6395641787  
**Email ID:** [abhishekkumar19121994@gmail.com](mailto:abhishekkumar19121994@gmail.com)

**CAREER SUMMARY:**

- Dynamic and results-driven **IT Project Manager** with over **7+ years** of extensive experience in leading development operations, managing project deployments, and overseeing the successful launch of numerous web and SaaS-based ERP solutions.
- Ensure project delivery according to client specifications, project plans, and within allocated resources.
- Act as the primary point of contact for clients, coordinating project delivery, and providing regular reporting on project status.
- Coordinate audits related to project deliverables and processes.
- Enforce adherence to software development processes and standards within the project team
- Ability to articulate end-to-end business processes and integration points, working collaboratively across different business functions.
- Adept at collaborating with cross-functional teams including designers, developers, and stakeholders to ensure seamless project execution and delivery.
- Demonstrated expertise in managing CRM, ERP, website, software, and mobile application sales, with a track record of launching over 370 live websites and delivering complex software solutions to diverse industries.
- Proven ability to handle large-scale projects, implement system integrations, and drive revenue growth while ensuring high standards of data management, project timelines, and team performance.
- Skilled in troubleshooting, testing, and providing comprehensive software support, with a strong focus on client relationship management and achieving customer-centric solutions.
- **Project Planning:** Create detailed project plans, including scope, objectives, timelines, resource allocation, and deliverables. Develop project budgets and ensure cost-effective resource utilization.
- **Team Management:** Build and lead cross-functional project teams, assigning tasks, setting clear expectations, and providing guidance to team members. Foster a collaborative and productive work environment.
- **Stakeholder Communication:** Act as a liaison between the project team and stakeholders, including clients, executives, and other relevant parties. Provide regular updates and reports on project progress.
- **Risk Management:** Identify and mitigate project risks, issues, and dependencies. Develop contingency plans to ensure projects stay on track and within scope.
- **Quality Assurance:** Ensure that project deliverables meet quality standards and adhere to best practices. Conduct thorough testing and quality control to minimize errors and defects.
- **Resource Allocation:** Manage project resources, including personnel, hardware, and software, to ensure that they are utilized efficiently and effectively.

- **Budget Control:** Monitor project expenses and adhere to the allocated budget. Report any deviations and work on cost control measures.
- **Change Management:** Be prepared to adapt to changing project requirements and priorities. Implement effective change management strategies while minimizing disruptions.
- **Technical Expertise:** Possess a strong understanding of the technical aspects of the projects, including software development methodologies, infrastructure, and IT solutions. Provide technical guidance to the team when necessary.
- **Documentation:** Maintain comprehensive project documentation, including project plans, reports, and other relevant records.
- **Post-Implementation Evaluation:** Conduct post-project evaluations to analyse the project's success, gather feedback, and identify areas for improvement.
- 

#### **Key Skills:**

- Project Management
- Team Leadership & Supervision
- Software Development Lifecycle (SDLC)
- System Integration & Implementation
- SaaS-based ERP Solutions
- CRM & Sales Management
- Web & Mobile Application Development
- Data Management & Analysis
- Client Relationship Management
- Problem Solving & Troubleshooting
- Strategic Planning & Execution
- Technical Training & Support

#### **PROJECT HIGHLIGHTS:**

- Successfully delivered SaaS-based ERP solutions to NBFC and footwear industries, managing up to 700 users.
- Implemented CRM systems for FMCG and education sectors, enhancing operational efficiencies and client satisfaction.
- Led the creation and deployment of custom web and mobile applications for international clients in industries including beauty products and education.
- Managed website development and application projects for prominent clients such as Reebok and Samsung, ensuring high-quality deliverables and client satisfaction.

#### **EXPERIENCE:**

**Company:** CSS Founder Pvt Ltd,

**Role:** Sr Development and Project Head

**Duration:** 1<sup>st</sup> Oct 2022 – July 2024

- Headed development operations.
- Successfully launched over 250 live websites.
- Collaborated with designers and developers.
- Managed project deployments.
- Monitored complete SaaS-based ERP solutions.
- Managed monthly revenue aspects.
- Expertise in data management.
- Ensured timely project implementations.
- Supervised a team of 20 professionals.
- Proficient in troubleshooting and testing.

**Company:** Heuristic Software Pvt Ltd

**Role:** Project Manager

**Duration:** 1 - Nov -2021 - Sept 2022

**Responsibilities:**

- Managed CRM, ERP, website, software, and mobile application sales.
- Successfully launched 120+ live websites, including major brands.
- Facilitated sales of complete software, web, and mobile applications.
- Monitored system integration and software implementation.
- Specialized in sales for small and medium enterprises.
- Demonstrated expertise in software and Android applications development.
- Developed static, dynamic, e-commerce websites, and custom software from scratch.
- Implemented all modules of ERP including HR, payroll, accounting, inventory, sales CRM, task force, production, service desk, Leadofy SMS, and Leadofy email integration.
- Conducted comprehensive demonstrations of all ERP modules.
- Implemented leads integration using <https://borgerp.com/leadership.html>

**Company:** Tradologie.com

**Role:** Technical manager

**Duration:** 1 - Sept-2020 - 30 - October 2021

**Responsibilities:**

- Offered comprehensive software support.
- Conducted IT software training sessions.
- Demonstrated software capabilities online.
- Facilitated in closing deals.
- Managed complete website operations.
- Monitored and managed CRM and ERP systems.

**Company:** wishfin

**Role:** Assistant Product manager

**Duration:** 17 June 2018 - 20 Aug 2020

**Responsibilities:**

- Coordinated projects and ensured smooth execution.
- Stayed updated on new products and services.
- Managed website operations effectively.

- Delegated tasks and enforced deadlines.
- Set targets and motivated teams to achieve them.
- Prepared comprehensive reports as needed.
- Conducted weekly client meetings to address process challenges.
- Assigned tasks to teams and closely monitored to ensure 100% implementation success.
- Highlighted product features to demonstrate customer problem-solving capabilities.

#### **SKILLS:**

- Knowledge of HTML
- PHP
- WordPress
- Shopify
- React
- Basic knowledge of Digital Marketing
- Advanced Excel

#### **PROJECTS:**

##### **BORG ERP / CRM SAAS**

- Delivered Successfully to NBFC IN Saas Based Project in B2B market Gurugram with 700 user  
Delivered SAAS Based Erp to Footwear Industry
- CRM Delivered to FMGC industry

##### **EKON INDIA SOLUTIONS PVT LTD**

- Delivered complete Education based Crm to Tech industry. (B2B Industry)

##### **OVERSEAS Education Lane**

- Providing Software from scratch.
- It is an Saas based project which delivered to the B2B Market

##### **Health and Bloosoms (SAAS)**

- Beauty product Crm delivered to the International client of Korea .

##### **IIT DELHI**

- Website Creation with Complete Frontend and Backened Emmar Group Website and CRM Software

##### **Scorewaves.com**

- Complete creation of Mobile and web application.

##### **REEBOK**

- Website and Application

**SAMSUNG**

- Provide Website For Sandunt Cand T and also Software

**AWARDS & ACHIEVEMENTS:**

- Stand out Performer
- The Employee of the Month.
- Most Improved Performer.
- Go That Extra Mile.

**EDUCATION:**

- B. Tech Computer Science from Dr APJ ABDUL KALAM UNIVERSITY with 69% – 2017