

**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, Digital marketing 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.

### **Key Skills:**

- Project Management
- Team Leadership & Supervision
- Digital Marketing
- 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 – 5<sup>th</sup> July 2024

- Headed development operations.
- Successfully launched over 250 live websites.
- Digital Marketing Projects ,seo and smo .
- **Devlop and Execute Stratigies .**
- Worked with seo and smo Team
- Collaborated with designers and developers.
- Managed project deployments.
- Monitered 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.
- Digital Marketing team handling .
- Facilitated sales of complete software, web, and mobile applications.
- Monitered 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 Digital marketing 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