

SWAPNIL BANIK

Address: Kudlu Gate, Bangalore, Krishna Reddy Industrial Area, 560068 Email:

swapnilbanik07@gmail.com | Phone: +91 6909973298

LinkedIn: linkedin.com/in/swapnil-banik-961504238

PROFESSIONAL SUMMARY

MBA graduate in Supply Chain and Operations Management, with hands-on experience in inventory management, order processing, vendor coordination, demand forecasting, and logistics support. Proficient with Excel, Google Sheets, Tableau, and AI tools. Known for process improvement and data-backed decision-making. Also well-versed in EXIM operations including export-import documentation, Incoterms 2020, and cross-border logistics. Seeking entry-level roles as Supply Chain Analyst, Logistics Coordinator, Inventory Planner, or EXIM Executive.

KEY COMPETENCIES

| | | |
|-------------------------|---|-----------------------------|
| Supply Chain Management | Vendor and Supplier Relationship Management | Export-Import Documentation |
| Operations Coordination | Demand Forecasting and Supplychain Planning | Customs Compliance |
| Inventory Management | Logistic Coordination and Distribution Support | Cross Border Logistics |
| Lifecycle Counting | Process Improvement and Workflow Optimisation | Knowledge of Incoterms 2020 |
| Order Processing and | Data Reporting & Analytics (Excel, Tableau, AI) | International Trade Laws |
| Fulfillment Tracking | CRM & Sales Operations Support (Internship) | |
| | SOP Development & Lean Principles (basic) | |

PROFESSIONAL EXPERIENCE

E-commerce Specialist (Dropshipping)

(2021-2022)

Self-Initiated Business

Generated Average revenue of ₹30,000 in Every 30 days through niche product marketing and targeted digital advertising campaigns. Optimized product listings to increase customer engagement by 25% and improve conversion rates by 20%. Coordinated with over 7 suppliers and 2 logistics partners and Customers to ensure timely deliveries, reducing delays by 15%. Managed a customer base of 100+ clients, enhancing satisfaction through personalized communication.

Intern | Marketing Operations Management

(2025- 2025)

Unified Mentor Pvt Ltd | Remote | Mar 2025 – Jun 2025

Conducted sales operations, managed lead conversion and data to maintain customer relationships.

Onboarded and supported clients, improving service delivery coordination.

Designed 30+ campaign assets in Canva and used Sheets to build performance dashboards.

Collaborated across sales, marketing and operations teams to enhance order fulfillment accuracy and workflow efficiency.

PROJECTS

ResQ, Project

(2023- 2024)

Designed SOPs and operational workflows to streamline urban service delivery. Structured supply planning and facilitated stakeholder coordination to enable scalable logistics execution. Recognized with a ₹40,000 award and secured 3rd place among 220+ teams in a national business plan competition.

EDUCATION & CERTIFICATIONS

Masters of Business Administration

(2023-2025)

Majors: Supplychain and Operations Management

Minor: Business Analytics

Dayananda Sagar University

B.Sc in Critical Care Technology (2019-2022)

Assam Downtown University

Google- Foundations of Project Management Certification

(Agile, Waterfall, Lean Six Sigma)

NPTEL: Management of New Products and Services

(IIT KANPUR)

TECHNICAL SKILLS AI TOOLS (

Gamma, Perplexity, Leonardo AI, Merlin)

CANVA

MS EXCEL

ADOBE LIGHTROOM

TABLEAU AND POWER BI BASICS