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# Andriyas Silas

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Dynamic professional with nearly 8 years of experience in business operations, project management, and client/vendor relations. Expertise in:

- Business Operations Management
- Project Execution
- Global Operations
- Client & Vendor Relations
- B2B Development
- Sourcing, Procurement & Logistics

Specialized in optimizing operations and driving efficiency across multiple industries

## WORK EXPERIENCE

**Intrinseque Health Pte Ltd, Singapore • New Delhi (Remote) • 10/2021 – 12/2024**

**Consultant, Business Operations • Full-time**

- Led business operations initiatives, driving project execution and cross-functional collaboration.
- Directed business development efforts and managed client relationships, including lead generation, qualification, and conversion.
- Oversaw end-to-end Clinical Supply Chain activities, including sourcing, procurement, and shipment execution for trial ancillaries, equipment, and services.
- Managed vendor relationships and coordinated procurement, logistics, and delivery to clinical trial sites.
- Collaborated with cross-functional teams to optimize processes and improve project outcomes.
- Proficient in using Oracle NetSuite ERP to streamline business processes and improve operational efficiency.

**GoPaisa.com • Noida • 02/2021 – 09/2021**

**Manager – Alliances & Operations • Full-time**

- Negotiated CPS campaigns to drive partner engagement and revenue growth.
- Collaborated with operations and finance teams to ensure accurate reporting, timely validations, and efficient invoicing.
- Enhanced campaign performance through cross-unit collaboration and delivery

## EDUCATION

**St. Stephen's College,  
Delhi University**

B.A (Hons) in  
Economics  
Delhi  
07/2012 – 05/2016

**IILM Institute For Higher  
Education**

PGDM  
New Delhi  
07/2015 – 08/2017

## SKILLS

- Vendor & Client Relationship Management
- Sourcing & Procurement
- Logistics
- Project Management
- Business Development & Negotiations
- Oracle NetSuite
- Spreadsheet Modelling & Power Query
- Event Branding & PR
- Affiliate Marketing
- Adaptability & Quick Learning

## Sports

- Football
- Formula 1
- Tennis
- E-Sports
- Cricket

- Automated key reporting tasks using Excel Power Queries for efficiency.

**Acro Engineering Co. • New Delhi • 02/2020 – 01/2021**

**Project Manager • Full-time**

- Spearheading the initiation and establishment of frameworks for new business verticals within the company.
- Coordinating with both international and local suppliers to manage multiple projects simultaneously.
- Overseeing affiliate marketing and promotional activities through various affiliate networks.
- Gained hands-on experience with platforms such as Amazon Seller & Vendor Central, and Flipkart.

**CashKaro.Com • Gurugram • 12/2018 – 09/2019**

**Operations Analyst • Full-time**

- Conducted validations for a wide range of retailers, white-label partners, affiliate networks, and merchants.
- Collaborated closely with retailers, white-label partners, affiliate networks, and merchants to ensure timely reporting and payments.
- Managed the uploading of transactions to the database and resolved missing cashback queries for select retailers and partners.

**Radiowalla Network Pvt Ltd. • New Delhi • 05/2017 – 12/2018**

**Operations Executive • Full-time**

- Collaborated closely with the Operations team to oversee the deployment and remote installation of in-store radio services at partner outlets and retail stores.

## PROJECTS

**4-Week Study Program • 11/2015 – 12/2015**

Montpellier Business School, Montpellier, France

- Studied Luxury Marketing, Entrepreneurship, Doing Business with France, and International Negotiations, while conducting research to design a luxury product tailored to the preferences of businesswomen aged 50+.

**Research Projects**

St. Stephen's College, Delhi University

- Led a research project on biodiesel as an alternative fuel, exploring its potential and benefits.
- Conducted a comprehensive study on India's foreign policy post-independence and analyzed its economic impact.

## Hobbies

- Building Custom PCs
- PC & Console Gaming Enthusiast
- Collecting Action Figures
- Photography