

AVIRAL SINGH SOLANKI







Bhopal, Madhya Pradesh, India

aviralsolanki7@gmail.com  7223016066

About Me

Results-oriented professional driving customer service excellence and procurement efficiency. Spearheaded vendor negotiations, streamlined operations, and fostered team development, consistently delivering impactful solutions that align with organizational goals and enhance business performance.

Skills

Procurement Management  Microsoft Excel  Market Research And Analysis  Track Record, Report Making 
Strong Communication And Presentation Skills 
Artificial Intelligence (AI Tools, Concepts Of Deep Learning And Machine Learning Workflow)  Time Management 
Teamwork & Leadership

Work Experience

CSE (Procurement Executive) - USA Process at **Technotask Business Solutions Pvt. Ltd.** Full Time Jun 2022 - Present

 Bhopal Madhya Pradesh

- Managed supplier relationships, including performance evaluations and issue resolution.
- Manage 80+ suppliers and vendors a day
- Led contract negotiations to secure favorable terms, pricing, and agreements.
- Stayed updated with industry trends and procurement best practices to drive innovation and cost savings.
- Conducted market research and supplier evaluations to identify potential vendors and negotiate favorable contracts.

Management Intern at **IMT Integrated Management & Technology** Full Time Jan 2022 - May 2022

 Bhopal Madhya Pradesh

- Collaborated with cross-functional departments—including marketing and project management—to develop new ideas, initiatives, products, and services.
- Built strong relationships with new staff members and supported existing team members in their career development.
- Delivered customer service and participated in training new team members.

Education

Bachelor of Computer Application (Data Analytics), Amity University (Online) Latest 2023 - Present

Bachelor of Arts, NRI college Bhopal, Madhya Pradesh 2021 - 2023

Commerce, St. Xaviers school Bhopal, Madhya Pradesh 2020

Projects

Tripdrip (Clothing brand) Jan 2025 - Jul 2025

- Orchestrated all facets of Tripdrip's business, from design to marketing, driving the sale of 300+ t-shirts.
- Achieved a 20% profit margin through strategic pricing and cost management.
- Amplified brand visibility and customer engagement via social media marketing tools.

Certifications

Amity University Certificate in Advanced Excel Dec 2025
Certification Id - cms0isXBQS

TCS iON Career Edge - Young Professional Nov 2025
Cert ID: 240640-27463147-1016

Amity University Course in Leadership and Motivation in Organization Nov 2025
Certification Id - pqHk3ysvRf

Amity University Certificate in Principles of Retailing Nov 2025
Certification Id - PiEV02K2sP

Amity University Certificate in Professional and Life Skills Nov 2025

Notable Achievements

School Football Team Member and Captain

School Football Team Member Played as a defender for St Xavier's School team in multiple tournament. Demonstrated strong teamwork , discipline, and strategic thinking. Contributed to the team's success

Recognition

Recognized by company leadership for exceptional performance and consistent contribution to organizational goals, earning multiple performance-based cash rewards of ₹10,000 and a fully sponsored incentive trip to Thailand as part of the top-performer program.

Social Links

Linkedin

<https://www.linkedin.com/in/aviral-solanki-7223av/>