ABHINAV MATHUR

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CAREER CONSPECTUS

17 years of qualitative experience in the areas of:

Profit Centre Management	Administration	Sales and Marketing
Budgeting and Forecasting	Event Management	Facility Management

Profile Summary

Experienced P&L Head with over 17 years of expertise in various areas of business management.

My key strengths lie in SBU (Strategic Business Unit) Management, Multiplex setup and operations, General Administration, Customer Service, Business Operations, F&B (Food and Beverage), Event Management, Facility Management, Liaisoning and Vendor Management.

Proficiency in SBU management has allowed me to effectively oversee multiple business units, ensuring they operate efficiently and achieve their financial targets.

Has successfully set up and managed multiplexes, auditoriums, and large facilities, overseeing the entire operation from facility setup to day-to-day management and optimizing revenue streams.

Work Experience

Mody University of Science and Technology Lakshmangarh, Sikar since December 2015 as Manager Administration and Operations.

Key Result Areas:

- Campus Administration and Management of Common Services of 265 acres of campus which includes Security, Transport, Horticulture, and common services of University Campus.
- Management of 2 State of the Art Auditoriums and one open Air Amphitheatre.
- Management of all Events of University like Convocation, International Conferences, Cultural Festivals.
- Audio Visual Set Up and Technical Set Up to make both auditoriums compatible for Performing Art Programmes and Digital Cinema Set Up.
- Preparation of SOPs for smooth conduct of auditoriums and events.
- Preparation of Budgets and forecasting of revenue figures and preparing Profit and Loss statement and taking Strategic decisions for achieving projected numbers.
- Liaison with Government officials and Vendors.
- As Campus Manager, Managed Admissions and has also conducted counselling session for students and their parents.
- Managed and launched Innovation and Incubation Centre.

INOX Leisure Ltd, Pink Square Mall Jaipur from Nov 2014 to Dec 2015 as Unit Manager.

- Profit Centre Management of Inox Multiplex.
- Business operations (Cinema, F&B, and Sales).
- Liaisoning with Government Licensing Authorities.
- Complete facility Management with utmost emphasis on guest Safety and Security.

Cinepolis India Pvt Ltd, World Trade Park, Jaipur from March 2013 to October 2014 as Unit Head

- Management of First 4 Screen Multiplex of Cinepolis in Rajasthan at World Trade Park Jaipur.
- Profit Centre Head.
- Facility Set Up and Management.

Cinemax India Ltd, Cinemax RedCarpet Ahmedabad from Jan 2012 to Feb 2013 as Theatre Manager

- Cinema operations and Management.
- Liaison with Government authorities.

Reliance Media works Ltd, Big Cinemas Galaxy from October 2007 to November 2011 as Theatre Manager

- New Cinema set up.
- Team Training and Management
- Liaisoning with Government Departments.

Foster's India Ltd, Jaipur
April'05 to May. '06 as Channel Associate

- Management of all Channel partners of assigned sales territory

HBL Global Pvt Ltd, Kota (Channel Partner HDFC Bank Ltd)
January'04 to March.'05 as Sales Executive

- Business Sourcing of Liability products of HDFC Bank.

Prompt Associates Ltd, Kota (Channel Partner ICICI Bank Home Finance)
August'03 to January.'04 as Sales Executive

- Direct Sales of ICICI Home Finance Products.

Educational Qualification

UGC NET December 2024 Exam cleared in Management (Subject Code 17) with 98.79 percentile

Open Learning Programme in Entrepreneurship from EDII Gujarat in year 2023.

MBA from Om Kothari Institute of Management & Research Kota in year 2007 with specialization in Marketing & Finance.
Bachelor of Science from Government College Kota in year 2003

IT Skills – MS Office, Internet.
Online Certification –
1) Fundamentals of Digital Marketing by Google.

2) Inbound Sales Certificate by HubSpot.

3) Inbound Marketing Certificate by HubSpot.

4) Basics of Six Sigma by LinkedIn

5) Basics of IPR Course by Turnip Innovations

6) 10 Days Idea to Patent Course by Turnip Innovations

7) 2 Week Entrepreneurship Course by Turnip Innovations