

KUNAL GOYAL

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Professional Summary

Management postgraduate with hands-on experience across automotive spare-parts distribution, order and inventory coordination, restaurant operations, budgeting, procurement and recruitment support. Academic grounding in global supply chain management, financial analysis and risk management, complemented by experience leading teams of 10-30+ members. Targeting operations, supply chain, distribution and general management roles.

Professional Experience

Management Trainee | Shreeji Automobiles Pvt. Ltd., Kolkata Sept 2019 – July 2023

- Managed end-to-end 2W/3W spare-parts order processing, validating inventory availability and back-order positions before customer confirmation.
- Preparation of Performa Invoice after confirming the order with customer and matching stock level and back order
- Coordinated with OEM partners and customers to track order status, resolve supply constraints and minimize order lead times.

Intern, Farzi Café, Kolkata, India Sept 2020 July 2023

- Supported daily restaurant operations by ensuring adherence to established Standard Operating Procedures (SOPs).
- Assisted the General Manager in preparing and monitoring income and expense budgets.
- Proposed promotional initiatives, including happy hours, live music and themed events, to support customer engagement and sales.
- Supported HR and procurement functions through resume screening, candidate shortlisting, quotation analysis and vendor evaluation.

Education

Master of Science Management, Queen Marry University of London Sept 2023- Sept 2024

Coursework – Global Supply Chain Management, Risk & Crisis Management, Financial Analysis & Management Accounting.

Bachelors in management studies (Honors), St Xavier's College University, Kolkata, India Jul 2019 – Jun 2021
Cumulative Grade Point Average: (7.87 out of 10)

Central Board of Secondary Education (CBSE - Class XII), G D Goenka Public School, New Delhi, India Apr 2017–Mar 2019
Overall Percentage: 76

Indian Certificate of Secondary School Education Examination (ICSE – CLASS X), The Heritage School, Kolkata, India Apr 2015– Mar 2017
Overall Percentage: 70

Online Courses

Successful Negotiation: Essential Strategies and skills by University of Michigan (7 weeks course) 12 December 2022

Relevant Topics: Types of Negotiation, BATNA Analysis & Decision Tree Psychological Tools of Negotiation Contracts, Arbitration, Meditation, Negotiation Debrief, General Ethical Standards, ADR Tools & Concepts,

Leadership Experience

Sub-Committee Member | St. Xavier's University, Kolkata

Commerce & Management Society | Cultural & Arts Society | Xavrang – Annual College Fest

- Led and coordinated teams of 10–30+ members in planning and executing multiple college fests and events.
- Headed events including Governacio, Business Plan, Monopoly, War of DJs and Rap Battles, overseeing coordination and execution.
- Managed production and fundraising activities for Xavrang, the university's annual college fest, while leading a 30+ member team.
- Represented the university in Business Plan, Shark Tank, debates and Model United Nations (MUN) competitions.

Community Service Engagements

Part-Time Volunteer: Xavierian's in Action, St. Xavier's University, Kolkata, India Sep 2019 – Jan 2020

(A community in St. Xavier's University working on different projects to help the underprivileged)

- Went to nearby villages to teach Mathematics to a group of 8 underprivileged children
- Distributed books over 10 underprivileged children
- Organized a cricket & football match where we used to inspire and teach underprivileged children to play cricket
- Installed water pumps in the nearby villages of the college

Individual effort - During Covid -19, Helped my apartment residents to take protective measures and getting essential commodities such as sanitizers, masks, groceries etc for which I was also given appreciation letter for the apartment committee members for helping them in difficult times.

Projects Certification Achievement

- Research Paper: Worked on A research paper - 'Evaluation of Mergers and Acquisitions To perform synergy in Telecom Sector' to identify the reason behind mergers and acquisitions in telecom sector and understanding the benefits of the merger and synergies formed after the merger.

Worked on A research paper - 'Decline of Automobile industry in India' to know the reason behind the downfall of automobile industry and what can be done to so that the market can again withstand and learning about the impact on covid 19 in this industry.
- Workshops: Global Applied Financial Analyst by NSE Academy – Received Certificate of Excellence for standing 15th in the stock market game among 80 participants
- Societies: Xavier's in Action, Xavier's Commerce and Management Society, Xavier's University Debating Society, Xavier's Cultural and Art's Society St. Xavier's University Kolkata

Additional Information

- Languages: Fluent - English, Hindi; Limited working proficiency – Bengali
- Computer Skills: MS Excel, MS Word, MS Power Point
- Interests: Reading, Traveling, Playing Golf, Research