

Shreya Harbhajanka

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PROFESSIONAL SUMMARY

Next-generation business leader with an MSc in Entrepreneurship from Bayes Business School, London, with hands on experience in sales, operations and system implementation within my family-owned business Tubes and Pipes India Pvt. Ltd. We are leading stockist and suppliers of a wide range of value-added steel pipes and fittings, serving major clients including L&T, NCC, KEC International, Universal etc pan India. I bring together entrepreneurial training with practical experience in client management, operational coordination and am now focused on building and expanding industrial businesses with a long term growth oriented approach.

EDUCATION

Bayes Business School, London, UK | MSc Entrepreneurship 2025 – 2026
Relevant Modules: Operational Feasibility, Family Business, Negotiation Skills

St Xavier's College, Kolkata, India | Bachelor of Management Studies (Hons) 2020 – 2023
Relevant Modules: Advertising and Brand Management, Marketing, Business Policy and Strategy

Sri Sri Academy, Kolkata, India | Commercial Studies 2009 – 2020

PROFESSIONAL EXPERIENCE

Tubes and Pipes India Pvt. Ltd. August 2025 – Present
Sales and Marketing

- Lead business development initiatives across different segments, identifying new opportunities and potential clients.
- Develop and maintain relationships with key customers, EPC contractors and industry stakeholders to generate new business opportunities.
- Work closely with senior management on business strategy, client acquisition and expansion initiatives for the next phase of the company.

Letz Get Wed, Kolkata, India March 2025 – August 2025
Client Relation Management

- Managed client relationships and coordinated requirements from planning through execution.
- Developed creative concepts and assisted with decor planning based on client briefs.
- Coordinated vendors and internal teams to ensure timely and seamless event delivery.

Tubes and Pipes India Pvt. Ltd. May 2023 – Feb 2025
Associate

- Gained hands-on exposure to backend operations and core business processes while developing an end-to-end understanding of how the business functions across departments.
- Led implementation of a personalised ERP system to streamline business processes, improve operational visibility, and centralise core business functions.
- Worked closely with different teams of the organisation to understand procurement, sales, operations, documentation, logistics and customer coordination, building a comprehensive understanding of the business value chain.