

ANSHUL SHARMA

Project Manager | Leadership |
Strategist | Analytical | Stakeholder-
Management | MBA Finance |
United Kingdom.

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PROFILE SUMMARY

Dynamic business professional with over 10 years of experience in project management, procurement (SAP Ariba), key account management, and sales leadership roles across retail, banking, consulting and manufacturing sectors. Skilled in stakeholder management, digital transformation, commercial strategy, and team leadership. MBA (Finance) from the UK with hands-on exposure to P2P processes, ERP systems, AML and Financial Conduct authority-U.K frameworks and sales enablement. Passionate about advising privately owned businesses and supporting strategic transitions through insight-driven, relationship-based consulting.

CORE COMPETENCIES

- Project Management (Agile, Waterfall, Prince2)
 - SAP Ariba | ERP Systems | Coupa | Salesforce | MS Office Suite
 - Strategic Procurement & P2P Cycle
 - B2B Sales & Client Relationship Management
 - Stakeholder Engagement | Cross-functional Coordination
 - Business Analysis | KPI Management | P&L Ownership
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PROFESSIONAL EXPERIENCE

Project Leader – IKEA

Jul 2022 – Sep 2024

- Launched digital order-and-collect platform (SALJA PRO), increasing online revenue by **60%**
- Improved customer satisfaction score to **85.5%** using servant leadership model
- Led multiple projects using the FIXA project management app, boosting team productivity and accountability by **50%** through effective task delegation and execution tracking
- Led cross-functional teams for product launches, campaign execution, and commercial strategy alignment
- Delivered pricing insights and P&L improvements through in-depth sales data analysis

Key Account & Project Manager – Viratex Ltd

Feb 2012 – Oct 2020

- Managed B2B client accounts, driving **80% new business growth** through tailored sales strategies (MEDDIC, SPIN, Challenger) in client strategy consulting
- Deployed **SAP Ariba** & led ERP integrations, improving procurement efficiency and spend visibility
- Ensure compliance with change standards and monitor progress
- Directed a 12–15 member team, ensuring high performance, stakeholder training, and delivery on KPIs
- Implemented project management tools (Jira, Trello), increasing team productivity by **30%**

Consultant (Intern) – Barclays Bank

Mar 2021 – Aug 2021

- Supported credit assessment and trade finance activities
- Gained exposure to **AML, regulatory compliance, financial crime risk, due diligence and financial conduct authority (FCA) United Kingdom frameworks**
- Support credit rating action and methodology reviews
- **Knowledge of fixed income, derivatives and equities**

- **Exposed to lending and credit teams ensuring compliance and due diligence**
 - Support project governance, track performance, and financials
 - **Analysing transaction data** to identify trends and areas for improvement
 - Knowledge of banking and financial services in Lending operations as per UK's protocols
 - Supported clients with a range of financial deliverables—including management reporting, cash flow forecasting, and regulatory obligations by providing strategic consulting and insights
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EDUCATION

- **MBA (DeFi and Digital Assets)** – Newcastle College University Centre, United Kingdom, 2022
 - **PG Diploma in Project Management** – Massey University, New Zealand, 2011
 - **Bachelor of Commerce (Accounting, Economics & Law)** – H.N.B. Garhwal Central University, India, 2009
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TECHNICAL SKILLS

SAP (Ariba, MM, Fieldglass) | Coupa | Jira | Salesforce | MS Excel | Trello | Oracle ERP | CRM Systems | Power BI (Basic) | LinkedIn Sales Navigator | Xero

INTERPERSONAL SKILLS

Strong communication and problem solving
Managing and leading a team of 12-20 colleagues
Analytical mindset and adapting quickly to change
Managing priorities and staying organized
Ability to work in fast paced environment and good with multi-tasking
Able to handle conflicts
Ability to manage and mitigate operational risks

ADDITIONAL SKILLS AND ABILITIES:

- Good command over MS-Excel with overall working experience of MS-Office.
 - Good knowledge around accounting, GAAP Principles/ extracting business software like Peoplesoft, Oracle.
 - Knowledge of Oracle ERP cloud finance modules- payables, receivables, General ledger, Cash Management, and assets.
 - Knowledge of Anti-money laundering framework and regulation, customer due diligence and suspicious activity reporting. Financial crime compliance with regulations and risk management.
 - Proficient in developing and maintaining detailed documentation of transaction processes and procedures.
 - Gained expertise in financial crime compliance, regulatory frameworks, and risk management through MBA in Sustainable Finance, with experience in preventing, detecting, and responding to illicit activities.
 - At Barclays, I gained experience in commercial lending, credit assessment, trade finance, and financial analysis, with a strong understanding of regulatory compliance and key market sectors.
 - Fuelled by a deep passion for DeFi and crypto, and backed by strong expertise in web3 and digital assets, I bring innovative insights and technical mastery to the evolving blockchain landscape. My experience as a key account manager enables me to build trust, deliver tailored solutions, and engage VIP customers with the personalized attention and strategic value they seek in this dynamic ecosystem.
 - Strong understanding of logistics and fulfilment in omnichannel retail, with hands-on experience in stock control, customs, and process improvement. Proficient in Microsoft Office and data analytics.
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