



ABHISHEK PAUL

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EXECUTIVE PROFILE

Business leader with 16+ years of experience driving P&L ownership, multi-location expansion, and end-to-end operations across pest management, facility services, and education sector organisations. Proven record of leading cross-functional teams of 90+ people, opening 10+ locations end-to-end, delivering 20% YoY growth and 30% above-target revenue, and reducing attrition by 33% through steady, people-first frameworks. Experienced in reporting directly to Directors and CEOs, building governance and MIS systems that give leadership real-time visibility, and translating strategy into disciplined, on-ground execution. Ready to take on full P&L, operational, and people leadership level.

KEY IMPACT NUMBERS

16+

Years of Operations
& Procurement
Leadership

92

Member Cross-
Functional Team Led

10+

Locations Set Up
End-to-End

20%

YoY Growth Driven
via Operational
Discipline

33%

Attrition Reduced
via People-First
Frameworks

30%

Above Revenue
Target in One Tenure

CORE COMPETENCIES — BUSINESS LEADERSHIP & OPERATIONS

- P&L Ownership & Business Leadership
- End-to-End Operations Lifecycle Management
- Board / CEO-Level Reporting & Governance
- Cross-Functional & Senior Team Leadership
- Talent Development & Attrition Management
- Corporate Strategy & Business Planning
- Procurement, Vendor & Contract Negotiation
- MIS, KPI & Performance Dashboards
- Process Compliance & Documentation
- Revenue Growth & Target Delivery
- Multi-Location & Multi-Site Expansion
- Budget Planning & Cost Control
- Audit Readiness & Risk Governance
- Continuous Process Improvement (Lean/SOP)
- Change Management & Organisation Building

PROFESSIONAL EXPERIENCE

UK PEST MANAGEMENT PVT. LTD

Dec 2025 – Present

Manager – Operations, Sales & Services

- ◆ Own the complete operations lifecycle: procurement, vendor management, inventory, logistics, and process compliance across multiple sites.
- ◆ Manage the full purchase requisition-to-payment workflow, ensuring proper approvals, documentation, and audit trails.
- ◆ Lead vendor selection, evaluation, negotiation, and contract finalisation for sound commercial outcomes.
- ◆ Prepare daily, weekly, and monthly MIS reports tracking operational KPIs, costs, and turnaround times.
- ◆ Lead cross-functional teams spanning Procurement, Finance, HR, and Administration.
- ◆ Implement SOPs and Lean practices that strengthen compliance and internal controls.

THE PIONEER PEST SOLUTION

Jun 2024 – Oct 2025

Sr. Manager – Operations & Corporate Communication

- ◆ Led end-to-end operations, institutional account management, and multi-location procurement coordination.
- ◆ Steered multi-crore vendor negotiations and full procurement lifecycle management.
- ◆ Built governance frameworks and operational reports presented directly to Director/CEO level.
- ◆ Coordinated demand planning and inventory optimisation across all branches.
- ◆ Ensured regulatory compliance, statutory filings, and documentation accuracy across operations.

TERMINIX SIS INDIA PVT. LTD

Feb 2024 – May 2024

Operations Manager

- Led a 92-member field team through disciplined scheduling, resource planning, and day-to-day oversight.
- Monitored KPIs, service turnaround times, and cost controls, supporting continuous improvement.
- Maintained vendor relationships to ensure timely delivery and accurate GRN processing.
- ★ Contributed to 20% business growth through consistent operational discipline.

NATIONAL PEST CONTROL SERVICES

Nov 2022 – Feb 2024

Sr. Manager – Operations & Corporate Communication

- Managed 50+ employees across multiple Eastern India locations, overseeing the full operations lifecycle.
- Owned procurement operations: vendor sourcing, evaluation, negotiation, PO management, and GRN reconciliation.
- Opened and fully operationalised 10 new branch locations, including procurement and compliance setup.
- Handled budgeting, inventory management, and resource allocation across all locations.
- Prepared MIS reports and operational dashboards for senior management on a weekly and monthly cadence.
- ★ Rs. 11L revenue | 16% growth | 10 new locations | 33% attrition reduction — in one tenure.

NEW REMEDY PEST MANAGEMENT

Jan 2022 – May 2022

Operations Manager

- Managed end-to-end operations: procurement, costing, vendor sourcing, auditing, and delivery.
- Streamlined vendor coordination and procurement pipelines, reducing operational costs.

CAMELLIA INSTITUTE OF TECHNOLOGY & MANAGEMENT

Feb 2017 – Jun 2019

Training & Placement Officer

- Managed administrative and operational processes for 500+ students; built institutional employer networks.
- Designed training and performance programs that improved operational consistency across teams.

GEORGE SCHOOL OF COMPETITIVE EXAMS

Mar 2015 – Jan 2017

Branch Manager (P&L Owner)

- Held full branch operations responsibility: P&L ownership, procurement, cost control, and performance reporting.

RICE EDUCATION PVT. LTD

Feb 2010 – Feb 2015

Assistant Manager

- Supported branch operations, batch planning, vendor coordination, and steady revenue growth over five years.

WHAT I BRING TO THE TABLE

Full P&L and business ownership	16+ years owning revenue, cost, and growth outcomes — not just running operations, but being accountable for the business result.
Ability to scale and open new ground	Opened and fully operationalised 10+ locations end-to-end — procurement, compliance, and people — without waiting for instructions.
Leadership that earns trust, not just compliance	Led teams of 90+ people and cut attrition by 33% by building a culture of respect and steady, honest delivery.
Decisions backed by data, not guesswork	Built MIS, KPI, and governance frameworks that give CEOs and Boards real-time visibility into the business.
Results that outlast a single tenure	20% YoY growth and 30% above-target revenue delivery, achieved through systems built to be handed over cleanly.

EDUCATION & LANGUAGES

B.A. (Hons.) in Philosophy

The University of Burdwan | 2008

Languages

Bengali | Hindi | English

I hereby declare that all information furnished above is true and correct to the best of my knowledge and belief.

ABHISHEK PAUL
Date: July 2026