PRANEETH BHEEMA

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Business development professional implementing AI-powered solutions for operational efficiency, with proven track record in international market expansion expertise, and strategic partnership development

PROFESSIONAL EXPERIENCE

Onima (Biotech Deep Tech Startup)   Feb 2025 – July 2025 | Paris, France
Strategy & Business Development Analyst

- Executed go-to-market strategies for UK and German markets across plant-based alternatives, food and pet food segments, identifying €2M+ business opportunities
- Built AI-powered prospecting automation system using N8N, Ollama, Claude, and OpenRouter integrated with CRM and Notion, achieving 60% workflow efficiency gains and reducing prospection timelines from weeks to minutes
- Generated qualified prospect pipeline across 5 market segments using LinkedIn Sales Navigator, managing full sales funnel from lead generation to LOI signing through Pipedrive CRM
- Developed strategic intelligence framework analyzing 30+ ingredient providers, establishing Blue Ocean strategies and securing high-impact partnerships including The Protein Community at FoodValley

Siri Power Products (Industrial Manufacturing)   Jun 2023 – Jan 2025 | Hyderabad, India
General Manager

- Spearheaded cross-functional digital transformation integrating production, procurement, and quality systems, achieving 30% lead time reduction through process automation
- Doubled lead generation by strategically optimising supplier profile on online marketplaces and implementing automated lead generation systems
- Optimised cash flows by reducing accounts receivables by 25% within 6 months through predictive financial planning models

Edenred (Global Financial Services)   Sep 2021 – Dec 2021 | Singapore
Junior Consultant – Strategy & Finance

- Developed omni-channel consumer loyalty solution for 70,000+ retailers during COVID-19, conducting primary research with 100+ stakeholders and forecasting €10M cumulative revenue over 3-year timeline
- Designed dynamic marketplace platform integrating CRM capabilities with social media technologies, predicting 25% increase in retailer adaptability through data-driven insights

Olimpio (Supply Chain Startup)   Aug 2018 – Feb 2020 | Hyderabad, India
Regional Head

- Established and directed Hyderabad branch from ground-up, recruiting and managing 20-member cross-functional team while securing 16 enterprise clients
- Achieved 80% increase in branch revenue and 20% rise in overall company revenue through ML-driven demand forecasting models and exceptional client relationship management
- Negotiated strategic vendor partnerships using analytical cost-benefit frameworks, ensuring sustainable growth and operational excellence

EDUCATION

ESSEC Business School   2021-2024 | Singapore & Paris
Master in Management – Grande École | Applied Economics & Entrepreneurship
Relevant Coursework: Python Programming, Digital Marketing Strategy, Game Theory, Entrepreneurial Finance

BITS Pilani   2013-2018 | India
B.E. (Hons.) Manufacturing Engineering + MSc. (Hons.) Physics | Integrated Dual Degree

TECHNICAL SKILLS & BUSINESS EXPERTISE

AI & Automation: Process Automation (N8N), LLM Integration (Claude, Ollama), RAG Frameworks, Predictive Analytics

Technical Tools: Python, JavaScript, API Development, Financial Modeling, Competitive Intelligence Analysis

Languages: English (Native), French (Intermediate B1), Hindi/Telugu (Native)

KEY ACHIEVEMENTS & EXTRACURRICULARS

- Innovation Recognition: 1st Prize ESSEC iMagination Innovation Challenge (2022)
- International Recognition: Led only Indian team among world's 24 best at SpaceX Hyperloop Competition, secured Rs. 15L funding
- Extracurriculars: Student event coordinator and trip organizer at ESSEC Singapore, 2022
- Hobbies: Recreational App Developer, Cyclist, Musician