

Kabir Mallik

BUSINESS ANALYST | PRODUCT & OPERATIONS

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Profile

Built early experience turning customer asks, technical constraints, and moving parts into proposals, product specifications, and delivery plans that hold up in the real world. At INGY, delivered 100+ international proposals, supported 40+ product integrations, and helped improve both delivery speed and post-deployment reliability. Completing an MSc in Entrepreneurship with strong quantitative training and a practical bias toward execution.

Experience

INGY | Product Engineer

Jan 2026 - Present

Amsterdam, Netherlands

- Integrated 40+ ecosystem products by translating OEM requirements into field-tested solutions for customer deployments.
- Reduced post-delivery implementation issue tickets by 20% by introducing specification-led development and structured pre- and post-delivery testing.
- Turned field requirements into integration documents, sensor plans, and delivery-ready product specifications across customers, suppliers, engineers, and leadership.

INGY | Sales Assistant

Sep 2025 - Jan 2026

Amsterdam, Netherlands

- Produced 100+ bespoke engineering proposals for IoT building controls and automation projects across Europe, North America, the Middle East, and South Asia, influencing more than EUR 100K in revenue.
- Helped cut development-to-delivery time by 40% by introducing a clearer project-to-production specification process.
- Translated commercial requirements into clear technical sales proposals and development documents, bridging communication between customers and engineering teams.

INGY | Technical Sales Intern

May 2025 - Sep 2025

Amsterdam, Netherlands

- Helped identify and shape a new security-focused use case for privacy-preserving people-counting and asset-tracking solutions in sensitive infrastructure environments.
- Reframed an existing smart-building proposition around secure traffic monitoring and spatial visibility, contributing to a pilot proposition with the government of Oman.
- Supported proposal development, supplier coordination, and integration planning across international customer projects.

Fixerman | Head of Business Development

May 2024 - Dec 2024

Dubai, UAE / International

- Helped turn a loss-making B2C electronics business into a profit-generating hybrid B2C/B2B model focused on sustainable refurbishment.
- Supported a business generating roughly EUR 120K in annual revenue, serving clients in 15+ countries.

- Built data-based processes for inventory planning, sales coordination, technician allocation, and international shipment flow for an operation processing around 6,000 devices per month.

Techno India University | Assistant Marketing Manager

Jul 2022 - Dec 2022

Kolkata, India

- Led a team as project lead and data analyst to design a data-led marketing strategy for newly launched academic units.
- Directed campaign analysis and channel coordination for the university's design school and management college, contributing to 25M+ combined impressions.
- Helped drive 1,000+ student enrollments through targeted digital marketing planning and execution.

Education

Vrije Universiteit Amsterdam x University of Amsterdam

Expected Sep 2026

Amsterdam, Netherlands

- MSc Business Administration: Entrepreneurship | GPA 8.1
Thesis: Income Inequality, Entrepreneurial Entry, and the Moderating Effect of Institutional Quality and Labour Market Conditions
Method: Quantitative panel analysis using large cross-country datasets

Amity University Kolkata

2018 - 2022

Kolkata, India

- Bachelor of Technology in Computer Science Engineering | First Class First

Leadership & Activities

Erasmus Student Network VU | Treasurer & Partnerships Manager

Sep 2025 - Sep 2026

Amsterdam, Netherlands

- Managed finances and grant applications for a large student association while building partnerships with local businesses.
- Secured community-facing partnerships, including the association's official food and beverage partner.

Amity University Kolkata | Class Representative

2018 - 2022

Kolkata, India

- Helped streamline access to library, academic, and career support for engineering students during Covid-19 lockdowns.

Fixerman | Founder and Business Development Head

Dubai, UAE / International

- Helped build a cross-border refurbishment venture around the sustainable reuse of pre-owned electronics before exiting to complete higher education.

Skills & Abilities

Technical: Excel, PowerPoint, R / RStudio, STATA, SQL, Python, Google Analytics, Grafana, Power BI, CRM systems, Freshdesk, Slack, Microsoft Teams, Canva

Languages: English (C2), Hindi (Fluent), Bengali (Fluent), French (A2), Dutch (A1)

Interests: Woodworking and furniture-making; dungeon and lore master for VU's bi-monthly D&D events