Aravinthan Sathanandhan

Implementation / Project Manager

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Portfolio: itsmearavinth.com | Work authorisation: eligible to work in the EU

PROFESSIONAL SUMMARY

Implementation and project manager with 6+ years delivering complex, cross-border projects in 3PL logistics, SaaS and international market expansion. At ShipBob, I ran 15-20 concurrent 3PL implementations end to end, delivered 200+ go-lives and cut average onboarding from 48 to under 30 days. I lead cross-functional teams across operations, engineering and transportation, and I own WMS, ERP and EDI integrations from scope to cutover. I am now completing an MSc in Global Supply Chain Management at Antwerp Management School, adding procurement, transport and trade strategy to hands-on delivery.

SKILLS

Project delivery: end-to-end project lifecycle, scope and timeline management, risk and change management, UAT and cutover planning, Agile sprint planning, KPI management, stakeholder management, team leadership

Supply chain: 3PL and fulfilment operations, WMS implementation, EDI integration, retail compliance, inventory management, wholesale and dropship, procurement and transport strategy

Systems: SAP, NetSuite, Shopify, Amazon, SPS Commerce, Crstl, Salesforce, Jira, Monday.com, Power BI, SQL, Retool

AI and automation: Claude, ChatGPT, Gemini, Replit, Vercel, AI workflow automation

WORK EXPERIENCE

Senior Implementation Manager

ShipBob (3PL and fulfilment) | Remote, India (US and EU markets) | Apr 2023 - Aug 2026

- Managed 15–20 concurrent implementation projects, owning scope, timelines, risk and cutover readiness from kickoff to go-live.
- Cut average onboarding time from 48 to under 30 days (about 38% faster) while sustaining a 9.5/10 CSAT and an 85%+ start rate.
- Delivered 200+ go-lives, averaged 150% of quarterly KPIs and grew a $7M+ merchant portfolio.
- Spearheaded EDI integrations with SPS Commerce and Crstl and retailer compliance such as routing guides, preventing chargebacks.
- Orchestrated cross-functional teams across Operations, Engineering, Transportation and Merchant Success, running WMS configuration and user acceptance testing (UAT), and prioritising WMS enhancements through Agile sprint planning.
- Owned e-commerce and ERP integrations (Shopify, Amazon, NetSuite) and their end-to-end testing, managing merchants, engineering and warehouse teams so that software, warehouse operations and order fulfilment ran smoothly through onboarding.
- Tracked delivery in Jira and Monday.com, reported KPIs in Salesforce and Power BI, built internal tools in Retool, and automated documentation with Claude and Replit.

Sales Development Representative

Sprinto (compliance automation SaaS) | Remote, India (UK and EU markets) | Oct 2022 - Mar 2023

- Achieved 100% of outbound targets in consecutive quarters, scoping compliance needs with CEOs, CTOs and CISOs across the UK and EU.
- Mastered 3 compliance frameworks (ISO 27001, SOC 2, PCI DSS) within weeks and partnered with product and engineering to assess solution fit.

Product Specialist

HackerRank (developer hiring SaaS) | Remote, India (US and Australia markets) | Jan 2022 - Oct 2022

- Hit 100% of quarterly KPIs by qualifying and routing trial leads to sales across 2 markets.
- Enforced a 1-hour response SLA on the global inbox and fed user insights back to product.

Account and Market Expansion Manager

Edudite Consultancy | Greater Noida, India | Jan 2021 - Jan 2022

- Directed market-launch projects end to end, expanding operations into 5 new countries (Rwanda, Malawi, Afghanistan, Tanzania, Zimbabwe) in 12 months.
- Opened a new office in Afghanistan and trained the local team on site.
- Generated $110,000+ in revenue and managed university partnerships across India, Hungary and Italy.

Account Manager, Partnerships and B2B

Unschool (edtech startup) | Hyderabad, India | Dec 2019 - Nov 2020

- Onboarded 50+ partner organisations, including 3 enterprise partners and 40+ SMBs, from 150+ generated B2B leads.
- Led a team of 3 and shaped partnership strategy with the co-founders and Head of Sales; recruited 10 course coaches from 4 countries.
- Helped Unschool rank #3 on LinkedIn Top Startups India 2020.

EDUCATION

MSc, Global Supply Chain Management

Antwerp Management School | Antwerp, Belgium | Sep 2026 - Jun 2027 (expected)

- Modules: transportation strategy, procurement and supplier strategy, operations management, SAP for supply chain, leadership development, and EU trade, business and regulation.

Bachelor of Business Administration

Chandigarh University | Chandigarh, India

CERTIFICATIONS

- AI Fluency: Framework and Foundations - Anthropic (2026)
- Claude 101 - Anthropic (2026)
- Introduction to Web APIs - LinkedIn Learning
- Customer Success Fundamentals - LinkedIn Learning

LEADERSHIP AND VOLUNTEERING

Vice President, Business Development

AIESEC | Feb 2017 - Jan 2020

- Organised the Youth Speak Forum 3 years running for 1,000+ attendees each year in partnership with Coca-Cola, and led business development for an 80+ member chapter.

Volunteer English Teacher

AIESEC exchange | Cambodia | Jul 2018 - Aug 2018

- Designed and taught the full curriculum at a public school for 2 months.

LANGUAGES

English (C1) | Tamil (native) | Hindi (C1) | Telugu (B2) | Dutch (A1, in progress)

ADDITIONAL INFORMATION

Featured in: YourStory (Unschool, 2020) and the ShipBob Arrae customer story, which names me as the specialist who onboarded Arrae.
Interests: bouldering, scuba diving, gym, and backpacking across 6 countries.