

# NIKHIL PRADHAN

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Relocating to Amsterdam, Netherlands — January 2027 • Netherlands Orientation Year Permit (Erasmus Mundus) eligible from December 2026

## PROFILE

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Operations and strategy professional with 5+ years launching and scaling systems in high-complexity, low-resource environments. Founded ApiCare Organic Farms, a World Bank-partnered agri-tech operation managing 125+ farmers across 3 districts — building the full supply chain, digital infrastructure, and compliance framework from zero. Experienced in stakeholder management across government, multilateral institutions, and field teams. MBA coursework in strategic operations, sustainable supply chain, and platform business models. Seeking S&O roles in Amsterdam where complex market problems, regulated environments, and execution at scale intersect.

## SELECTED METRICS

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- **125+** — farmer and stakeholder network managed across 3 districts — recruited, trained, and coordinating as a distributed operations team
- **€22,000+** — D2C revenue built from zero — supply chain design, inventory management, pricing, and direct sales
- **\$20,000+** — non-dilutive grant funding secured — Visible Funds and One Collective — to operationalise agri-tech infrastructure
- **300,000+** — digital engagement touchpoints generated across 6 SME clients through full-funnel digital strategy
- **Zero** — audit findings across all World Bank RAMP review cycles — coordinated compliance between government secretaries and KPMG
- **6** — SMEs fully digitised — end-to-end digital infrastructure deployed for businesses with zero prior digital presence

## PROFESSIONAL EXPERIENCE

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**ApiCare Organic Pvt.Ltd | Founder — Operations, Product & Strategy** | Sikkim, India | Jan 2021 – Present

*World Bank RAMP-partnered agri-tech venture. Built a D2C organic product brand and farmer traceability system from zero in Sikkim, India's only 100% organic certified state.*

- Launched and scaled a two-layer operations system: digital infrastructure (FarmLedger traceability platform, inventory tools, channel management) and physical supply chain (farmer sourcing, training, quality control, logistics) — generating €22K+ in revenue
- Managed 5 direct reports and a 125+ participant programme network across 3 districts — running recruitment, onboarding, field training, and performance tracking simultaneously
- Coordinated compliance between Government of Sikkim secretaries and KPMG auditors across all World Bank RAMP review cycles — zero findings in every audit
- Secured \$20,000+ in non-dilutive grant funding by building investor-grade documentation, financial models, and programme evidence for Visible Funds and One Collective
- Designed and deployed FarmLedger — a QR-linked farmer traceability system giving each verified farmer a digital profile with GPS-verified location, certification status, and production history — used by EU buyers for provenance verification
- Built government relationships with the Sikkim Department of Commerce and Industries, obtaining departmental support for organic certification export initiatives

**Independent Consultant | Digital Product Strategist & Business Development Lead** | Sikkim, India | Mar 2023 – Jul 2025

*Freelance engagement — digital product deployment, systems design, and B2B business development for hospitality SMEs.*

- Deployed end-to-end digital infrastructure for 6+ hospitality SMEs — WordPress builds, Ezee channel manager integration, OTA onboarding, and booking automation — converting fully manual operations to digital workflows
- Generated 300,000+ engagement touchpoints through full-funnel digital strategy (SEO, Meta Business Suite, Google Analytics) driving measurable revenue growth for resort clients

## RELEVANT PROJECTS

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### Uber — Sustainable Supply Chain & Regulated Earner Strategy | ISM University MBA, 2026

- Analysed Uber's sustainability and regulatory challenges across fleet decarbonisation, packaging waste, and emerging market expansion across 3 global market tiers
- Proposed a tiered strategic framework: circular vehicle platform (BMW/Toyota partnerships), EV rent-to-own for gig economy drivers, and reverse logistics system for Uber Eats packaging
- Mapped how algorithmic earner classification interacts with regulatory environments in EMEA markets — directly relevant to Regulated Earner Models challenges

### FarmLedger — AI-Assisted Traceability Platform | Founder-built, 2024–Present

- Designed and deployed QR-linked farmer verification system — each farmer profile includes GPS coordinates, certification status, AI-assisted quality grade, and plain-English audit trail
- Built on Azure AI Foundry with structured data backend — designed to EU AI Act Article 13 transparency standards
- Currently used by buyers for provenance verification; funded milestone-based by Visible Funds with second tranche contingent on system delivery

### Talently — Platform Business Model Analysis | MBA Case Study

- Identified core marketplace business model vulnerabilities and proposed strategic pivots — revenue model diversification, product-market fit refinement, operational efficiency levers

## EDUCATION

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### Erasmus Mundus Joint Master's — MBA in Impact Entrepreneurship

ZSEM (Croatia) · ISM University (Lithuania) · HEC Liège (Belgium) | Sep 2025 – Dec 2026 | **Top 1% global scholarship recipient**

Relevant coursework: Strategic Operations and General Management · Sustainable Supply Chain Management · Venture Design.

### B.Tech — Electronics & Communication Engineering

Sikkim Manipal Institute of Technology | Graduated 2019

## SKILLS & TOOLS

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<b>Operations &amp; Strategy</b>	Stakeholder management · Program operations · Supply chain design · Process architecture · Market launches · Compliance frameworks · KPI tracking
<b>Data &amp; Analytics</b>	Advanced Excel · Google Analytics · Notion · Data dashboards · SQL · OpenAI API · Prompt engineering
<b>PM &amp; Collaboration</b>	Jira · Asana · ClickUp · Trello · Notion · Agile · Lean methodologies
<b>Languages</b>	English (fluent) · Hindi · Nepali

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*Netherlands Orientation Year Permit eligible from December 2026 under Erasmus Mundus Joint Master's clause · No employer work permit required*