

IN-focus

Internship in Focus
Industry Experienced Series

Flipkart



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During my summer internship at Flipkart, I worked on the China Global Sourcing Project for Shopsy under the brand Viral Videshi. My responsibilities included onboarding Chinese suppliers and Indian Importers of Record, conducting category and pricing analysis, preparing partner qualification matrices, and managing product cataloguing through API listings. I successfully enabled 84K+ listings, 6.3L GMV, and identified 36 IORs.

I developed strong skills in strategic sourcing, supplier onboarding, and cross-border trade operations, while enhancing my expertise in market analysis, pricing strategy, and catalog management. I gained hands-on experience with Excel, Google Sheets, API-based listing systems, and data visualization tools. The internship also sharpened my abilities in stakeholder management, problem-solving, and analytical decision-making within a fast-paced e-commerce environment.

My internship taught me the intricacies of cross-border e-commerce and global sourcing, from supplier management to navigating regulatory and logistical challenges. I learned the importance of data-driven decision-making, structured problem-solving, and collaboration across teams. A key takeaway was understanding how strategic partnerships and efficient operations drive scale and impact, while also developing adaptability and stakeholder management skills in a dynamic business environment.

Start early by building a strong foundation in analytics, problem-solving, and communication skills. Research the company, understand its business model, and align your preparation with the role's requirements. Be proactive, ask questions, and show eagerness to learn during the internship. Most importantly, treat it as an opportunity to network, gain practical exposure, and showcase your potential for a PPO.