

Shubham Mittal

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PROFILE

Dynamic and results-driven Data Analyst, skilled at harnessing data insights to drive growth within the BFSI sector. Proficient in identifying business needs and crafting strategic solutions to propel product innovation and market expansion. Recognized as an innovative player at Federal Bank, with expertise in **SAS, SQL, Excel, Power BI, and Power Query**.

WORK & LEADERSHIP EXPERIENCE

Federal Bank Limited (2 Years 6 Months)

Kochi, Kerala

Assistant Manager

Jun 2021 – Present

- **Strategic & Business Intelligence**
 - **Enhanced business volume to 150%** through targeted portfolio analysis, fixing targets, and facilitating informed decision-making to upper management
 - **Secured a total business of INR 5,000 Crore** by developing and executing three successful campaigns for Retail Sales Vertical
 - **Achieved an 80% reduction in reporting time** by automating data collection and reporting processes using VBA
- **Creating and Assessing the Performance Scorecard**
 - **Introduced a Scorecard system** to analyze the team's performance on a monthly basis, ensuring consistent efforts to generate business with optimal yield and minimal cost
 - Achieved **150% annual target increase** through strategic performance monitoring, initiatives, and successful cross-selling for enhanced loan portfolio and fee income
- **Implemented Partner Relationship Management (PRM) and Incentive Compensation (IC) Software**
 - **Led the implementation** of a PRM and IC system, resulting in a successful go-live within budget
 - Onboarded and managed over **1,400 partners** using a centralized directory, reducing partner onboarding **TAT to one day**
 - Implemented an automated commission calculation process through the PRM & IC software, eliminating manual errors and **reducing processing time by 75%**

TECHNICAL SKILLS

SAS, SQL, Excel, Power BI, and Power Query

INTERNSHIP EXPERIENCE

Easy to Pitch Pvt. Ltd (2 Months)

Gurugram, Haryana

Intern

Dec 2020 – Jan 2021

- **Created pitch decks for 15 clients**, involving client interaction, understanding their business models, and crafting tailored sales pitches
- Collaborated with entrepreneurs across diverse sectors such as Fintech, EdTech, Recruitment etc.

Opulence Business Solutions Pvt. Ltd (2 Months)

Ahmedabad, Gujarat

Intern

May 2018 – Jun 2018

- **Build a deal pipeline worth ₹350 crore** encompassing distressed asset resolution and equity capital raise deals
- **Brokered relationships on 6 projects** between potential investors and top management of companies seeking capital raises, earning recognition for discipline, work ethics, and investment banking competencies

PROJECTS

SQL Project ([Link](#)): Extracting strategic insights from Fuzzy Factory's database for informed decision-making, optimized marketing strategies, and improved website performance

Power BI Project ([Link](#)): In-depth analysis of Toys' sales and inventory data, resulting in insightful visualizations that drove business expansion strategies and informed decision-making

ACHIEVEMENT

- Awarded as an **Innovative Player** for building Score Card and managing MIS by Federal Bank in 2022

CERTIFICATION

- **Microsoft Certified in Power BI Data Analyst Association (PL300)**
- Applied Data Science- WorldQuant University

EDUCATION

Institute of Management, Nirma University

Ahmedabad, Gujarat

- **MBA in Finance (Major) and Marketing (Minor)** with CGPA: 7.98
- **Bachelor in Business Administration (BBA)** with CGPA: 7.98

2018- 2020

2015- 2018