

**Hardik Malhotra**

Research Analyst

Research Enthusiast with ~3 Years' consulting experience, empowering data-backed strategic decision-making for clients

# CONTACT

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# KEY SKILLS

Market sizing Secondary research Primary research Competitive intelligence Financial Modelling Python, Power BI Predictive modelling Data analysis and visualization

Microsoft Office - Excel, PowerPoint Databases - Capital IQ, EMIS, Refinitiv

# ACCOMPLISHMENTS

Productive employee award 2023 Super employee Award 2022

Represented college cricket team

# CORE CERTIFICATIONS

Financial Modelling in Excel - Coursera Python basic - University of Michigan

# PERSONAL SNIPPETS

**DOB:** October 21, 1996

**Languages**: English, Hindi

**WORK EXPERIENCE**

**TechSci Research Pvt. Ltd.** (Research-based management consulting firm)

## - Research Analyst - Custom Research (January 2022 - Present)

* Estimate market size, develop financial models, assess M&A and investment landscape, perform SWOT, PESTLE, formulate market entry strategies and competitive pricing
* Provide clients with market insights and address inquiries effectively to enhance decision making
* Collaborate with cross-functional teams to identify data requirements and define project objectives
* Promoted to elite custom research team. Lead and mentor 2-3-member team of associates

## - Research Associate (January 2021 - January 2022)

* Provided clients with actionable market research reports
* Contributed on projects via data forecasting, company share analysis, product benchmarking, peer analysis, etc.

**PROJECTS**

## - Market entry for a premium health supplement brand

* Guided a health supplement company's expansion into Western Europe's protein shake market through strategic consulting, market analysis, and tailored entry strategies

## - Go/Not Go Decision for a Public Sector Unit (Indian Government)

* Provided strategic guidance to a petroleum refinery company on the super absorbent polymer market, recommending against market entry due to competitive pricing

## - Emission Analysis for a US-based OEM

* Conducted a comprehensive emissions analysis for a US-based OEM, quantifying total emissions, potential savings, and sustainability benefits through tax credit strategies

## - Financial modelling for a European PVC manufacturer

* Assisted a European PVC company with financial modeling and investment analysis. Facilitated data-driven decision-making to determine payback period and return on investment

EDUCATION