HARSH SHINDE

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Portfolio: http://127.0.0.1:5000/projects

PROFESSIONAL SUMMARY

MSc Global Management (Digital Disruption) graduate from Dublin City University with strong exposure to academic consulting, business analysis, and digital strategy projects. Experienced in market research, competitive analysis, market entry strategy, and data-driven decision-making using Excel, Tableau, and R. Actively seeking graduate or entry-level roles in business analysis, consulting, or digital operations in Ireland

EDUCATION

MSc Global Management (Digital Disruption), Dublin City University, Ireland
Bachelor of Commerce (B.com), Pune University, India.

ACADEMIC CONSULTING PROJECTS

Business Strategy & Market Entry Analyst – Boldyn Networks, Dublin
• Conducted **competitive analysis** across 5 telecom providers **identifying strategic opportunities** for enterprise growth.
• Built a detailed market-sizing model estimating **a €50M B2B** opportunity across priority sectors.
• Created a GTM playbook including pricing, positioning, messaging, and KPIs for leadership.

Market Research & Strategy Consultant – Rent a Recruiter, Dublin
• **Analysed** U.S. expansion potential through economic indicators, competitor mapping, and industry research.
• Validated **50+ B2B** prospects using LinkedIn Sales Navigator, Crunchbase, and Apollo.
• Supported pricing and acquisition strategy for international growth planning.

Growth Strategy Consultant – Extra Marks, India
• Proposed blended learning, gamification, and adaptive learning features projected to increase engagement **by20%.**
• **Designed** a strategic roadmap prioritizing product enhancements and market expansion initiatives.
• Recommended technology and operational improvements for scalable **product development.**

WORK EXPERIENCE

Customer Service Assistant – McDonald's, Dublin (Apr 2025 – Present)
• Managed **80+ customer** transactions/hr with **98% accuracy** in a fast-paced environment.
• Trained new staff and maintained workflow efficiency while delivering strong customer service.

SKILLS

Strategy: Competitive Analysis, Market Entry Strategy, Market Research
Analytics: Tableau (Intermediate), Excel (Intermediate), Python (Basic), R (Basic)
Sales Tools: Sales Navigator, Apollo, Crunchbase, Salesforce (working knowledge)
Soft Skills: Problem-Solving, Structured Thinking, Communication, Team Collaboration.

CERTIFICATIONS

Project Management Essentials • Data Visualisation & Analytics • Strategic Decision Making • Lean Six Sigma (White Belt) • Agile & Project Management