

# HARSH SHINDE

Dublin, Ireland | +353 892454449 | [harshshinde200328@gmail.com](mailto:harshshinde200328@gmail.com) | [linkedin.com/in/harsh-shinde-1](https://linkedin.com/in/harsh-shinde-1)  
Portfolio: <https://harsh-shinde28.onrender.com/>

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## PROFESSIONAL SUMMARY

Business & Digital Analyst graduate with an MSc in Global Management (Digital Disruption). Experienced in data analysis, market research, and consulting-style projects across digital transformation, strategy, and market entry. Actively seeking graduate or entry-level roles in business analytics, consulting, or digital transformation in Ireland.

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## EDUCATION

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

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## PROJECTS (Consulting & Data Analytics)

### 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 **by 20%**.
- Designed** a strategic roadmap prioritizing product enhancements and market expansion initiatives.
- Recommended technology and operational improvements for scalable **product development**.

### Global Refugee Trends – Data Analytics Project

- Proposed blended learning, gamification, and adaptive learning features projected to increase engagement **by 20%**.
  - Designed** a strategic roadmap prioritizing product enhancements and market expansion initiatives.
  - Recommended technology and operational improvements for scalable **product development**.
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## 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.
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## 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.

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## CERTIFICATIONS

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