

Vipin Mukund Warke

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SUMMARY ||

- Business development and Business analytics professional with 11 years of post-qualification experience
- 5+ years of experience in business intelligence like developing **Dashboards, Visual Reports, Sub reports** by Region, Year, Quarter, Month and Week.
- Having a sound knowledge of **Business Statistics** with more than 10 years of experience as a visiting faculty.
- Develop various Dashboard and reports like **regulatory reports, product reports, Sales Dashboard, Revenue Dashboard, marketing expenses dashboards** etc.
- Developing various Dashboards and reports in **Power BI, Google Data Studio (GDS)**
- Develop, plan and execute Business Development Strategies that aims towards fulfilment of both financial gain and business growth of the organisation.
- Relevant technical knowledge, such as: **Power BI, Google Data Studio (GDS)**, Microsoft Dynamics, database systems (**SQL**), Fundamentals of Cloud Computing (Azure, AWS), RPA, Artificial Intelligence, Data Science etc.

OBJECTIVE ||

Power BI Expert with 5+ years of rich experience in creating compelling reports and dashboard. Looking to work with an esteemed organization that gives me an opportunity to utilize my existing analytical skills and help make better business decisions.

WORK EXPERIENCE ||

Sr. Account Manager

CSI Computech, Mumbai: April 2021 – Present

- Develop and maintain a good relationship with the customer and consulting on the Industrial Automation process with integration of IoT devices.
- Connecting to **data sources, importing data and transforming data** for Business Intelligence.
- Experience in **developing Dashboards, Visual Reports, Parameterized Reports** as per client's requirements.

Sr. Manager - Business Development

CloudDFN, Mumbai: Jul 2020 – April 2021

- Developing a business development strategy for cloud based cyber security solutions in BFSI sector.
- Analyse the data and prepare the internal reports and dashboards.
- Experience in **developing Dashboards, Visual Reports, Parameterized Reports, Sub reports by Region, Year, Quarter, Month and Week.**

Business Development & Trainings

National Securities Depository Limited (NSDL), Mumbai: Jan 2014 – Jun 2020

- Experience in **developing Dashboards, Visual Reports, Parameterized Reports, Sub reports by Region, Year, Quarter, Month and Week.**
- Connecting to **data sources, importing data and transforming data** for Business Intelligence.
- Apply various **DAX queries in Power BI desktop**
- Properly understand the business requirements and develop data models accordingly
- Develop various Dashboard and reports like **regulatory reports, product reports, Sales Dashboard, Revenue Dashboard, marketing event expenses dashboards** etc.
- Develop, plan and execute Marketing Strategies that aims towards fulfilment of both branding and business goals of the organization.
- Responsible for the end-to-end Business Cycle Management, right from understanding the requirements, lead generation, client meeting and sales closure.
- Fill the business development pipeline by engaging with prospects, partners, and key customers
- Planning and scheduling meeting on regular interval for pitching the product to the target segment.

Sr. Marketing Executive

Loha Ispaat Limited, Mumbai: Oct 2013 – Jan 2014

- Responsible for the end-to-end Business Cycle Management, right from understanding the requirements, lead generation, client meeting and sales closure.
- Prepare and maintain various **sales and revenue reports**
- Fill the business development pipeline by engaging with prospects, partners, and key customers

Marketing Executive

Indo Amines Limited, Mumbai: Mar 2011 – Sep 2013

- Designed and executed marketing campaign for new product launch
- Planning, designing, implementing, and enhancing marketing plan to grow awareness of products and generate sales qualified leads
- **Managed 360-marketing campaigns** across the full media mix and carried out launches, sales releases, activations & exhibitions.

Senior Executive

Sunidhi Securities & Finance Ltd, Mumbai: Aug 2010 – Mar 2011

- Providing functional support to sales and marketing activities
- Ensured proactive and sustained liaison with internal and external agencies
- Planning and scheduling meeting on regular interval for pitching the product to the target segment.

TRAINING | |

- **Power BI** Fundamental Training by Microsoft
- **Creating Effective Dashboards** using **Google Data Studio (GDS)**
- AWS cloud Fundamental (AWSome Day Online Conference) Training by Amazon

CERTIFICATIONS | |

- Microsoft Certified: **Azure Cloud Fundamental (AZ-900)**
- Microsoft Certified: **Power Platform Fundamentals (PL-900)**
- Microsoft Certified: **Dynamics 365 Fundamentals (MB-901)**

NOTABLE ACCOMPLISHMENTS | |

- Visiting faculty at various Management College for MBA Courses – **Business Statistics from last 10 years.**
- **NISM approved CPE Trainer** for Depository Operation Module
- Conducted more than 100 SEBI approved Investor Awareness Programs (IAP's) and 40 Reward and Recognition (R&R) programmes for Business Participants.

EDUCATION | |

- Post-Graduation Diploma in Management (**MBA**) from Pune University (**Finance + Marketing**) – May 2010 – 70.20%
- **Bachelor of Engineering** from Mumbai University - May 2008 – 68.38%

PERSONAL INFORMATION | |

- **Name** : Vipin Mukund Warke
- **Date of Birth** : April 4, 1987
- **Marital Status** : Single

PLACE: MUMBAI

DATE: