

JANMESH SINGH

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Summary

Business Analyst and Decision Analytics professional with 1+ year of experience delivering commercial and market analytics for a Fortune 500 U.S. pharmaceutical client. Strong expertise in KPI design, ad-hoc business analysis, and predictive driver modeling using SQL, Python (PySpark), and Power BI. Proven ability to translate complex data into executive-ready insights, supporting pre-launch planning, market strategy, and commercial operations. Recognized for ownership, stakeholder leadership, and high-quality delivery in a global client environment.

Experience

ZS Associates India Private Limited

Nov 2024 – Present

Decision Analytics Associate

Pune, Maharashtra

- Delivered commercial and market analytics for the Market Analytics & Business Insights division of a Fortune 500 U.S. pharmaceutical client, supporting pre-launch planning and market strategy across multiple therapeutic areas.
- Executed 25+ ad-hoc business analyses using SQL, Python, and Excel, influencing pricing, market sizing, performance tracking, and go-to-market decisions with consistently high client satisfaction (>95%).
- Led a predictive driver analysis initiative to identify key contributors behind KPI shifts, enabling leadership to implement corrective actions across commercial operations.
- Designed and monitored KPI frameworks and Power BI dashboards to assess brand performance versus execution, supporting label expansion initiatives and strategic recalibration.
- Partnered with 5+ client stakeholders on a daily basis, translating analytical outputs into executive-ready dashboards and structured storyboards for senior leadership.
- Recognized with Star of the Month, Specter of the Month, and Do the Right Thing awards for ownership, delivery excellence, and reliability during a major team transition.

Tata Steel Limited (Research and Development)

Jul 2022 – Aug 2022

Summer Intern

Jamshedpur, Jharkhand

- Implemented process optimization initiatives under the Prashikshan program, improving the mother coil slit cutting operation and increasing throughput by approximately 30%.
- Conducted end-to-end analysis of operational data and constraints, optimizing production planning for 19,232.81 tons of steel coils.
- Collaborated with plant stakeholders to evaluate feasibility of proposed improvements, resulting in formal approval by SNTI leadership.

Skills

Analytics & Data: SQL (Advanced), Python (Pandas, PySpark), Dataiku, Advanced Excel

Visualization & Storytelling: Power BI, Executive Dashboards, KPI Design, Business Storyboarding

Business & Consulting: Ad-hoc Analysis, Stakeholder Management, Commercial Analytics, Decision Support

Productivity Tools: Jira, MS PowerPoint, MS Word, Outlook

Education

Vellore Institute of Technology

2020 – 2024

B.Tech, Electronics and Communication Engineering (AI & Cybernetics)

CGPA: 8.91 / 10.0

Certifications

- AWS Certified Solutions Architect – Associate | Amazon Web Services
- Google Data Analytics Professional Certificate | Coursera

Achievements

- 3× ZS Awards – Star of the Month, Specter of the Month, and Do the Right Thing for ownership, reliability, and analytical excellence.
- Co-authored and published research on swarm-based multi-agent coordination in Springer Book Series; presented at ICMITA 2024 (15% acceptance rate). [DOI](#)
- Authored technical blogs on AI, Cloud, and Software Engineering, garnering 15,600+ views and 10,200+ reads on Medium. [Link](#)
- Awarded Best Research Paper, STEM Conference 2023, VIT (selected among 300+ papers).
- Awarded Chancellor's Scholarship (\$48,000) for undergraduate admission to the University of Massachusetts, Amherst (offer declined).
- Represented Jharkhand as Student Ambassador at VIT (Mar 2021 – Mar 2022).