EKANSH AGARWAL

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Strategy and analytics professional driving market structuring, go-to-market execution, and data-backed decision-making across manufacturing and B2B SaaS environments, delivering efficiency, growth impact, and cross-functional stakeholder alignment.

Work Experience (Total experience~1.8 years)

Finolex Industries Ltd. (FIL), _Corporate strategy team_, **Div. Pune**, India   *(Jan'25 to Present)*

- **Analyzed large-scale regional sales, dealer**, and distributor datasets using Excel and Python to assess demand volatility, revenue concentration, and downside risk across 8+ states and ~120 districts, applying statistical techniques to identify stress scenarios and performance sensitivities.
- **Built structured forecasting and scenario-analysis models** to evaluate the impact of demand shocks, service-level deterioration, and logistics constraints on revenue outcomes, improving forecast accuracy and management preparedness under adverse conditions.
- **Designed KPI dashboards** tracking demand, inventory, service, and dealer performance; performed variance and root-cause analysis using statistical validation to identify regional risk pockets and enable data-driven corrective actions across business units.
- Spearheaded **3PL warehouse setup** by coordinating between *PPC, sales,* and *supply chain* teams to establish scalable fulfillment infrastructure.
- **Revitalized 40 underperforming** clusters by improving SLA adherence, delivery reliability, and overall distribution responsiveness significantly.
- **Operationalized enterprise distribution strategy** into execution-ready plans by defining KPIs, governance cadence, and monthly performance reviews, managing *15+ vendors* while ensuring cross-functional accountability and sustained operational discipline across regions nationally.

DNIF Hypercloud, _Product growth analyst_**, Div. Mumbai**, India   *(Aug to Dec'2024)*

- **Defined and executed brand strategy** by translating insights into storytelling frameworks aligned with business and GTM objectives effectively by collaborating with designers, product, and development team to deliver consistent creative across launches, onboarding, and campaigns.
- **Synthesized client feedback** from *17+ clients* across BFSI & Pharma to refine messaging, improve relevance, and strengthen value propositions.
- **Translated customer insights** into workflow and feature prioritization with product, engineering, and UX teams improving usability outcomes.
- **Designed onboarding documentation**, walkthroughs, and enablement assets, reducing customer activation time by ~25% and increasing early-stage feature adoption by ~20% across enterprise clients, deployments, onboarding cycles, and revenue-critical implementations **globally**.
- **Coordinated monthly product releases** by consolidating cross-functional roadmaps, reducing last-minute scope changes by ~30%, and improving post-release feature adoption tracking across key accounts, strategic customers, growth segments, and renewal-driven portfolios.

Internships

DNIF Hypercloud, Founder's office intern, Div., Mumbai, India   *(March to Aug'2024)*

- Conducted **industry, competitor, and audience** research for the Northern California market to inform campaign strategy, delivering actionable insights through structured analysis supporting targeting, positioning, messaging decisions, and effective marketing execution planning
- **Secured a PPO** for architecting a scalable documentation ecosystem resulting in a 30% reduced time-to-information for engineering teams

HDFC Life, Business analyst intern in DPPM department Div., Mumbai, India   *(May to Sept'2023)*

- **Prepared an executive analytics dashboard** for NBFC and MFI by streamlining data visualization and insight generation workflows, reducing data processing time by 37% and enabling faster, evidence-based decision-making to improve overall project efficiency across teams.
- **Strengthened project governance through structured reporting**, documentation, and progress tracking, improving transparency, cross-functional collaboration, stakeholder alignment, and delivery predictability across initiatives and complex multi-stakeholder programs.

Education

NMIMS University Mumbai– MBA (tech) – Business Intelligence & Analytics, and Finance   *(April 2024)*

- GPA: **3.44(out of 4)**; **Research Interests**: Machine Learning, Computer Vision, Algorithms
- ➤ _**Patent**_: Cyber-security technologies for leading challenges and future recommendations **(Patent No:** 202321017610A)
- ➤ Ranked second among five-lakh teams and was awarded *Google's top marketer 2021* in the Google Non-Profit Immersion challenge India

Delhi Public School Ghaziabad International   *(July 2019)*

- Secured 93.6% overall aggregate
- ➤ Received scholarship for higher education from CBSE and FIDC Lucknow for creating a simulation for 15KV tokomak fusion reactor

Skills

- **Primary skills:** Data analysis & Forecasting , Logistics design, Process mapping and Project management
- **Programming languages:** Python, SQL**,** Java, C, Fuse, Rust, R, HTML,CSS and JavaScript
- **Data, tools & visualization:** JIRA, SAP , QlikSense, Power BI, Excel, Confluence, Microsoft Fabric

Projects

Community project: 'Dor' Project- For mental health patients using Python

- Developed AI-driven chatbot using Python NLP for sentiment analysis, increasing customer engagement and retention by 25% platform-wide.
- Automated and deployed sentiment-aware workflows, analytics dashboards, and telemedicine services on Azure, reducing resolution time by 15% and supporting 3,000+ users across 20+ schools & colleges in Tier 1 cities in India nationwide with secure scalable infrastructure.

Research project: Navigating the labyrinth of smart contract financial derivatives - Unraveling technical detail and application

- Engineered 25 automated test cases for smart contract financial derivatives using Solidity, validating 10+ core contract functions.
- ➤ **Published: "ABDC &** *Scopus indexed journal – International Journal of Financial Engineering"*