

SAKET DESHMUKH

BUSINESS CONSULTANT

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SUMMARY

Strategic and analytical Business Consultant with 7 years of experience in delivering impactful solutions and driving organizational change for diverse clients across various industries. Proven expertise in identifying complex business challenges, developing data-driven strategies, and facilitating successful implementation to achieve measurable improvements in efficiency, profitability, and market positioning. Committed to fostering long-term client relationships and delivering exceptional value.

WORK EXPERIENCE

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| Senior Business Consultant | September, 2020 – Present |
| <ul style="list-style-type: none">Led over 15 client engagements, providing strategic advisory services to C-suite executives on critical business challenges, resulting in an average of 18% improvement in client operational efficiency.Developed comprehensive business cases and financial models to support strategic recommendations, securing client buy-in for initiatives valued at over \$5 million annually.Designed and implemented process optimization solutions for clients, leading to cost savings of up to 20% and enhanced workflow effectiveness.Conducted in-depth market research and competitive analysis to identify new growth opportunities and inform strategic planning for clients.Facilitated workshops and training sessions for client teams, ensuring successful adoption of new strategies and operational methodologies. | |

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| Business Analyst / Junior Consultant | July, 2017 – August, 2020 |
| <ul style="list-style-type: none">Performed quantitative and qualitative data analysis to support senior consultants in developing strategic recommendations for clients.Contributed to the development of detailed project plans and managed key workstreams for consulting engagements across multiple sectors.Prepared compelling client presentations and reports, translating complex data into actionable insights for decision-makers.Assisted in the implementation of recommended solutions, including process mapping and system integration support. | |

EDUCATION

Master of Science in Human Development

- Graduated: June, 2017

Bachelor of Science in Economics

- Graduated: July, 2015

PROJECTS

- Spearheaded a project to re-engineer core manufacturing processes for a large industrial client, identifying bottlenecks and implementing lean methodologies.
 - Resulted in a 15% reduction in production cycle time and a 10% decrease in operational costs within eight months.
 - Managed a project team of 5 consultants and collaborated closely with client's operational leadership.
 - Market Entry Strategy for a Tech Startup | Apex Consulting Group January 2022 – June 2022
 - Developed a comprehensive market entry strategy for a fintech startup targeting the Indonesian market, including competitive landscape analysis and go-to-market plan.
 - The strategy led to the successful launch of their flagship product, achieving 20,000 active users within the first six months.
 - Provided ongoing advisory support for initial launch and post-launch performance monitoring.
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SKILLS

- Consulting & Strategy: Management Consulting, Strategic Planning, Business Transformation, Process Improvement, Change Management, Solution Design, Client Advisory, Problem Solving, Data-Driven Decision Making.
- Analysis & Research: Financial Modeling, Market Analysis, Competitive Intelligence, Data Analysis, Business Intelligence, Feasibility Studies, Performance Metrics.
- Project Management: Project Planning, Stakeholder Management, Risk Management, Implementation Oversight, Agile Methodologies, Project Delivery.
- Client Engagement: Relationship Management, Needs Assessment, Presentation & Communication, Negotiation, Workshop Facilitation, Value Proposition Development.
- Technical Proficiency: Advanced Analytical Tools, Collaborative Work Platforms, Business Process Management (BPM) Software, Spreadsheet Modeling, Presentation Software.