

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

Senior Business Consultant

September, 2020 – Present

- 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.

Business Analyst / Junior Consultant

July, 2017 – August, 2020

- 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.
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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.