

Neetesh Kumar Malik

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Professional Summary

An analytical person with 5.5+ years of experience in startup environments. Strong background in both product and SaaS companies, with a proven track record of delivering successful projects.

Skills

- SQL
- Microsoft Power BI
- Data Analysis
- Business Analysis
- Python
- Project Management
- JIRA
- Cohort Analysis

Experience

Lead Business Analyst & AVP Project Delivery — 8848 Digital LLP

08/2024 - Present

- Collaborated cross-functionally with technical teams and stakeholders, driving successful project outcomes and enhancing client satisfaction.
- Conducted in-depth requirements gathering and process mapping, resulting in optimized solutions that improved operational efficiency by 20
- Directed project delivery for ERPNext implementations, overseeing timelines, budgets, and resource allocation to meet high-quality standards.
- Fostered strong client relationships and led project governance, achieving a massive increase in client retention rate and improved project delivery metrics.
- Enhanced delivery methodologies, results into maintaining a 100% on-time delivery rate.

Sr. Business Analyst — 8848 Digital LLP

08/2023 - 08/2024

- Increased company revenue by managing the strategic relationship with the company's two largest clients.
- Designed and implemented a project management methodology that increased customer retention and led to a 7% increase in revenue.
- Repurposed existing data sets to incorporate new features and analytics, expanding the use of analytics across the organization.

Sr. Data Analyst and Product Associate — Farmley

10/2022 - 08/2023

- Developed and maintained dashboards and reports using Excel, Metabase, Google Data Studio, Power BI.
- Coordinated with stakeholders to gather business requirements and develop functional specifications for new products and features.
- Led and managed data analytics projects, ensuring timely delivery and adherence to project scope and objectives.
- Worked with 13 different modules in the ERP Next platform.
- Performed advanced data analysis techniques, such as statistical modeling and predictive analytics, to extract actionable insights.
- Provided expert guidance and mentorship to junior data analysts.

Data Analyst — Farmley

03/2022 - 09/2022

- Conducted cohort analysis and built custom reports in ERP Next using SQL.
- Developed and maintained dashboards using Excel, Metabase, and Power BI.
- Researched and implemented new analytics methods to improve employee performance metrics.

Data Analyst — Outwit Bright Startup Solutions

09/2020 - 02/2022

- Worked on a Python model to automate data capturing, reviewing, and validation of documents.
- Transformed raw data into meaningful insights using Microsoft Power BI and DAX.

Data Analyst — Vcan Services

01/2019 - 08/2020

- Worked closely with product development teams to gather business requirements and align product development with business needs.
- Conducted competitive research and analysis, contributing to the successful launch of a new product line.
- Created multiple reports using SQL to meet management requirements.
- Developed and maintained product roadmaps and project plans.

Education

M.Sc. — Swami Vivekanand Subharti University

06/2022

Computer Science & Engineering — Maharshi Dayanand University

06/2019

Certificates

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|-----------------------------|---|
| • Data Analysis (Udemy) | • Project Management Foundations (LinkedIn) |
| • SQL | • Business Analysis Foundations (LinkedIn) |
| • Java | • Power BI (Forage) |
| • Business Analysis (Udemy) | • Google Analytics Certification (Google Digital Academy) |
| • Python | |