

Nikhil Ramesh Ingole

(Executive MBA in Finance – ITM University)

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Profile Summary

Accomplished Team Manager and Data Analyst with expertise in quality assurance, Salesforce, and extensive data Management. Proficient in data Analytics tools such as Excel, SQL, and Tableau, with a strong track record of exceeding expectations in team leadership and strategic decision-making.

Skills

- Tableau
- SQL
- Data Analysis
- Data Management
- Data transformation (Excel)
- Process Development
- Salesforce
- Stakeholder Management

Certifications

- Data Analytics Essentials Course- Cisco Networking Academy – Mar 2024
- The complete financial Analyst Course 2023 –Udemy - Dec 2023

Achievements

- Awarded Employee of the Month for three consecutive months.
- Recognized for dedication and timely report submissions.
- Rewarded for achieving monthly targets and managing on floor team effectively.

Professional Experience

1. Bajaj FinServ Health LTD.

Jun 2021 – Till Date

Job Profile: Data Analyst

July 2022 – till date

- Mastered Data transformation, organization, and visualization using Tableau and Excel
- Developed strong SQL skills for efficient data querying and manipulation.
- Utilized Tableau for compelling data visualizations, enhancing dataset interpretability.
- Completed comprehensive analytics projects, demonstrating proficiency in Excel, SQL, and Tableau.
- Compiled a diverse analytics portfolio showcasing in data cleaning, analysis, visualization, and presentation.

Job Profile: Operations Team Lead

Jun 2021 – July 2022

- Managed nationwide operations, ensuring seamless coordination and efficiency.
- Developed and implemented strategic plans to optimize operations across diverse regions.
- Established and maintained standardized operating procedures (SOPs) to ensure consistency and quality.
- Generate Management Information System (MIS) reports for business updates and informed decision-making.
- Collaborated cross-functional to enhance productivity and efficiency metrics.

- Led and guided a team of professionals, providing performance management and fostering growth.
- Utilized Salesforce.com to streamline operations and enhance customer relationship management.

2. Imperial Suzuki Auto LLP.

Sept 2019 – Mar 2020

(Suzuki Motorcycle & Scooter Indian Private Limited)

Job Profile: Sales Manager

- Allocation stock based on Annual Sales Target Memorandum (ASTM).
- Planned stock procurement aligned with business trends.
- Allocated monthly sales targets and conducted reviews.
- Analyzed leakage and managed recruitment and capacity planning.
- JPS Claims with Company.
- Conducted training programs and managed escalated customer complaints.
- Planned activities to develop new business areas and fostered corporate relationships.
- Managed sub-dealers and broker business, including after-sales, invoicing, and documentation.
- Developed discount schemes and seasonal offers in collaboration with financiers.
- Managed vendor relationships for marketing, promotions, logistics, and infrastructure.

3. Prabhanjan Automobiles PVT LTD.

Sept 2017 – Sept 2019

(Honda Motorcycle & Scooter India Pvt Ltd.)

Job Profile: Sales Executive & Financer

- Processed credit approvals and collaborated with finance providers.
- Sold new and used bikes, finance, and insurance product.
- Demonstrated vehicles to customers and conducted test drives.
- Reported to sales managers and conducted sales discussions.
- Negotiated sales agreements and followed up on inquiries.

4. Pyramid Automation PVT LTD.

Sept 2016 – Sept 2017

Job Profile: Accountant

- Entered sales and purchase bills in Tally and Excel.
- Prepared invoices.

Educational Qualification

- Executive MBA in Finance from ITM University.
- Bachelor of Management Studies from Mumbai University.
- H.S.C Commerce from Maharashtra State Board.
- S.S.C from Maharashtra State Board.