

SUVRANSHU DASH

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SUMMARY

Data-driven Analyst with 5+ years of experience in business intelligence, pricing strategy, and process automation across logistics and tech sectors. Proven expertise in SQL, Power BI, and Python to deliver actionable insights, streamline operations, and drive profitability. Skilled in stakeholder management, ERP/CRM systems (SAP, Salesforce), and delivering strategic business impact through automation and analytics.

EXPERIENCE

Deputy Manager - Analytics & Pricing

Zast Logisolutions Pvt Ltd, Bengaluru (*Employment Transfer: Aug 2024 - Present*)

- Spearhead pricing strategy and RFQ responses, improving market win rates by 9%.
- Designed Power BI dashboards and created complex SQL queries to deliver real-time business insights.
- Streamlined reporting through automation, cutting manual workload by 30% and saving 32 hours per week on billing tasks.
- Led cross-functional collaborations like New Business Development Pipelines, Team Scorecards and Overall Business Reviews.
- Led end-to-end project initiatives by defining road maps, validating updates, and presenting progress to senior leadership.
- Worked with ERP/CRM systems (SAP, Salesforce) to streamline workflows and enhance data visibility.

Senior Analyst, Corporate Business

Zinka Logistics Solutions Pvt Ltd, Bengaluru (*May 2022 - Aug 2024*)

- Created Power BI dashboards and advanced Excel reports to analyze business trends.
- Developed SQL queries for data extraction and validation.
- Collaborated with stakeholders to refine business strategies and enhance P&L impact.
- Managed projects, monitored updates, and presented findings to senior leadership.
- Drove client-focused project management solutions, increasing success rates by implementing cost-effective strategies and process improvements.

Data Analyst

Quantum International Pvt Ltd, Noida (*Nov 2019 - Apr 2022*)

- Conducted business requirement analysis and translated insights into strategic recommendations.
 - Ensured data integrity across systems to facilitate accurate reporting.
 - Developed SQL-based reports and dashboards for streamlined business intelligence.
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KEY ACHIEVEMENTS

- Led a team of 5, reducing project delivery time by 15%.
 - Automated post-acquisition business queries and dashboards, improving reporting accuracy.
 - Introduced Excel forms using Macro to automate the billing process.
 - Implemented a data-driven pricing strategy, increasing revenue by 9%.
 - Conducted market research and competitive analysis to refine business strategies.
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EDUCATION

Bachelor of Technology, Mechanical Engineering

Institute of Technical Education C Research, Bhubaneswar (*May 2017*)

CGPA: 8.75

PROJECTS

- Analyzed SAP Order-to-Cash (O2C) process using Celonis to detect inefficiencies and quantify business impact.
 - Co-developed an AI-powered healthcare recommendation system using Python, NLP, and ML.
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TECHNICAL SKILLS

- **BI Tools:** Power BI, Tableau, Metabase, Google Analytics
 - **Languages & DBs:** SQL, Python, AWS
 - **ERP/CRM:** SAP, Salesforce
 - **Project Tools:** JIRA, Risk Management, Agile
 - **Statistics, MS Excel & Google Sheets (Advanced)**
 - **AI Tools & Automation Expert**
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SOFT SKILLS

- Analytical & Problem-Solving
 - Risk Analysis
 - Supply Chain and Warehousing
 - Stakeholder Management
 - Interpersonal Communication
 - Decision-Making & Strategic Planning
 - Team Leadership & Cross-Functional Collaboration
 - Process Optimization & Automation
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INTERESTS

- Traveling
 - Crypto
 - Trekking
 - Fitness
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