

MUHAMMAD SHAHARYAR AMJAD

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EDUCATION

Lahore University of Management Sciences	Master of Business Administration	May 2022
National University of Sciences and Technology	Bachelor of Engineering in Mechanical Engineering	June 2018

EXPERIENCE

Senior Business Partner Analytics and Insights Sep 2023 - Present

US Surgitech – Chicago, US

US Surgitech is a growing health startup based in US.

- Lead Business Intelligence, CRM and Sales Operations, enabling fast-paced sales performance
- Boost data-driven decision-making by creating Power BI analytical reports and dashboards (Sales, Supply chain and Finance) from the scratch, connecting Business Central D365 and other data sources with Power BI
- Improve sales team performance by establishing sales KPIs, providing leadership with intelligence into Sales pipeline, conversion and activities
- Revamp sales demand forecasting through various Machine learning models and statistical analysis in Python; working with supply chain to reduce inventory costs
- Contribute and help sales team with 1.5 million dollars of quarterly sales by managing contracts with all Group Purchasing Organizations (GPOs), such as Vizient, Premier, etc.
- Empower sales team by training sales team on Microsoft D365 Sales for effective customer relationship management

Business Analyst

Oct 2022 - Sep 2023

HCA Consulting – Lahore

Worked with clients on and as

- Team lead Business Intelligence; helping organizations using different tools such as Power BI, SQL and Python
- Created various Power BI analytical reports for sales, such as Customers Analytics, Trend reports, Variance Analysis
- Contributed to business strategy and planning by running various statistical analyses in Python and R, aiding in Customer Segmentation and Sales Forecasting
- Automated business processes by integrating Microsoft Products/Power Apps; automated sales reporting by creating Power BI Paginated reports on Power BI Report Builder and scheduling the reports with Power Automate
- Enabled smooth transformation business IT transition from Salesforce to Microsoft Sales CRM, communicating business needs and working in liaison with IT consulting team to resolve issues
- Enabled visibility of executives into territories for sales reps and sales companies by building custom maps on QGIS

CERTIFICATIONS AND AWARDS

• Microsoft Certified Power BI Data Analyst	2023
• Excel Skills for business, specialization	2020
• Merit Scholarship from NUST for securing 62 nd merit position out of +50,000 students who applied	2014

LEADERSHIP EXPERIENCE AND ACTIVITIES

- Led a seven members team in Design thinking project, which included brainstorming ideas and making a business plan. The team won the **Best Project Award** Feb 2021 – May 2021
- Team Lead **Chaddar street store project**. Organized a cloth donation drive collecting 1000 pieces of cloth, helping clothing requirements of 600 people Dec 2017

ADDITIONAL INFORMATION

Skills: Power BI, Python, SQL, R, SPSS, Decision Analysis, MS Excel, PowerPoint Presentations