

Shikhar Kewal Verma

Windsor, United Kingdom | +44-77766-53412 | shikharkewal@gmail.com | [LinkedIn](#)

Diligent professional with a solid foundation rooted in **cross-domain rational thinking, demonstrating strong problem-solving skills, consulting proficiency, and effective stakeholder management.**
Committed to **delivering insightful solutions** and building **robust client relationships** with a consistent focus on driving **business advancement and growth.**

KEY SKILLS

- Data Analysis via MS Excel
- Digital Transformation
- Sustainability SME
- Excellent Communication
- Business Analysis & Process Reengineering
- Problem Solving & Analytical Skills
- Financial Modelling & Forecasting
- Basic Coding: Python/R/MATLAB

EDUCATIONAL QUALIFICATIONS

- **MSc Data Analytics for Economics and Finance** | University of Glasgow | Sep’22 – Sep’23
- **Master of Business Administration** | Indian Institution of Management – Indore | Jul’17 – Mar’19
- **B.A. (Hons.) Economics** | University of Delhi | Jul’14 – May’17

PROFESSIONAL EXPERIENCE

Mar’24 – Present	Coforge U.K. Limited	Windsor
Assistant Manager – Sales Enablement		
<ul style="list-style-type: none">▪ Co-Created Coforge ENZO, an end-to-end sustainability-as-a-service offering:<ul style="list-style-type: none">▪ CSRD-Certified Carbon Accounting and Reporting SME▪ Emissions Data Integration▪ Sustainability Industry POVs – Aviation, BFS, Logistics, and Construction▪ GTM Strategy for ENZO, resulting in a joint press release with Salesforce India▪ Co-owner of Internal ENZO Implementation▪ Digital Transformation:<ul style="list-style-type: none">▪ Transitioned the Sales Pipeline Tracking from Excel to Salesforce CRM for Salesforce BU, automating and streamlining key aspects of the Sales Cycle Review▪ Leading the deployment of the above at an organisation-wide level after a successful pilot at the BU-level▪ Facilitated Sales Enablement for Salesforce BU Offerings – created materials and resources, held process walkthrough sessions, documented FAQs – to ensure complete preparedness of Client Partners to close prospects▪ Put an MIS-led process in place for the client leadership team in our Digital Transformation engagement with NHS 24		
Oct’22 – Jan’23	SaasWorx Consulting Pvt. Ltd.	Glasgow
Business Consultant – NetSuite		
<ul style="list-style-type: none">▪ Worked on NetSuite Implementation for a US Client in the Senior Living domain as a Financial SME<ul style="list-style-type: none">▪ Identified potential bottlenecks, created and modelled solution alternatives, and showcased the prospective solution to the client▪ Expert in Excel/CSV-based Data Migration process, Intercompany transactions management and solutioning, Period End Closure, Financial Reporting and Consolidation, Expense Allocations and Amortisation, and overall problem solving▪ Worked on NetSuite Implementation for a Healthcare Tech Solutions Client focussing on SuiteTax and its prerequisite Financial structure setup, data import activities, and driving financial walkthrough sessions for the client		
Jan’22 – Sep’22	SaasWorx Consulting Pvt. Ltd.	Delhi
Business Consultant – NetSuite		
<ul style="list-style-type: none">▪ Involved in Pre-Sales activity for Oracle NetSuite ERP for various prospects across various sectors spanning Digital Marketing, Software Products and Services, Hotels and Resorts, and Insurance Brokerage▪ Led the NetSuite Implementation for a Talent Management Company, with system setup, data cleansing and migration, and resolving issues while mapping their current business processes to NetSuite best practice process flows		

Nov'19 – Oct'21	Ernst & Young LLP	Delhi
<i>Associate, Strategy and Transactions</i>		
<ul style="list-style-type: none"> ▪ Business Development for the Auto, Cement and Power Industries in India, including forecasting of financials and the debt repayment structure in Excel, to evaluate the liquidity stress faced by the companies due to COVID-19 ▪ Restructuring and Turnaround of a major auto-components manufacturing client under the IBC (2016) Law, encompassing an operations and supply chain optimization role across multiple plants ▪ Restructuring and Turnaround of a trucking logistics client under the IBC (2016) Law, including taking control of the management, finances and operations, preparation of Information Memorandums, verification of lenders' claims, asset reconciliation, and working with Prospective Resolution Applicants for a successful takeover of the client 		
May'19 – Oct'19	Varroc Engineering Limited	Pune
<i>Management Trainee – Innovation Management Team</i>		
<ul style="list-style-type: none"> ▪ Identification, scoping and implementation of Digitisation projects & initiatives post cost-benefits analysis, across all business verticals (polymer, electrical and metallic) and corporate functions (Finance, HR, IT, Marketing, and R&D) 		

INTERNSHIPS

Apr'18 – May'18	SaaSFocus (a Cognizant Company)	Noida
<i>Athena – Salesforce Implementation</i>		
<ul style="list-style-type: none"> ▪ Worked as a 'Business Analyst – Intern' in the Project Delivery Function for Salesforce Implementation for Athena Mortgage Pty Ltd., a client in the online home loans sector ▪ Participated in User Acceptance Testing for Phase-1 of the project and BPR sessions for Phase-2 of the project 		
Jun'16 – Jul'16	SaaSFocus (a Cognizant Company)	Delhi
<i>Loan Servicing Project</i>		
<ul style="list-style-type: none"> ▪ Worked as a 'Quality Assurance – Intern' to understand the functionality/processes of Loan Origination, Servicing and Collections, and testing the Loan Management Application (LMA) built on Salesforce Cloud Platform ▪ Created and executed test cases based on functional requirements captured in Business Requirement Document (BRD) based on various user roles in the QA sandbox environment of the application 		

DISSERTATION

Aug'23	Using ML methods improve the effectiveness of credit scoring systems for consumer lending	Glasgow
<ul style="list-style-type: none"> ▪ Analysed standard practices in credit scoring and identified the potential to improve such systems using ML techniques (Decision Tree, Random Forest, SVC, LightGBM, XGBoost, and Keras Neural Network) that demonstrate superior predictive accuracy and robustness ▪ Researched the role played by macroeconomic factors in credit scoring, that significantly affect the debt servicing capability of a consumer and the propensity for defaults 		

ADDITIONAL INFORMATION

Certifications	<ul style="list-style-type: none"> ▪ 2x Gen AI certifications, by NVIDIA (Apr'25) and Project Management Institute (May'25) ▪ CSRD Fundamentals by the Corporate Sustainability Reporting Directive Institute (Nov'24) ▪ Google Project Management Specialisation, set of six PM courses by Google (Mar'24) ▪ NetSuite Certified SuiteFoundation professional by Oracle NetSuite (May'22)
Social Activities	<p>Worked as a volunteer for NGO 'Shubhakshika Educational Society' for 21 weeks, 2017</p> <ul style="list-style-type: none"> ▪ Helped create awareness amongst slum children about the significance of education and hygiene ▪ Taught basic Mathematics and English to students of classes III and V ▪ Organized the Christmas Function and choreographed dance performances for the kids
Interests	<ul style="list-style-type: none"> ▪ Author of book 'The Magic Key: A Quest for True Happiness', published Jun'23 ▪ FinTech and Blockchain enthusiast, voracious reader, abstract pointillism artist ▪ Published the following articles on LinkedIn and my personal website: <ul style="list-style-type: none"> ▪ An Introduction to Blockchain ▪ An Introduction to Smart Contracts ▪ The Libra Blockchain ▪ What Union Budget'22 means for the Crypto Space in India ▪ Blockchain in Road Logistics ▪ ADEPT: Blockchain meets IoT