SWAPNIL KUMAR SRIVASTAVA

A Pune, MH, India   **L** www.linkedin.com/in/swapp27/   **P** +91-7517317642   **E** swapp.ks27@gmail.com

SUMMARY

Result driven BI & Analytics Consultant with over 4 years of experience in Pharma, Supply Chain & Finance Analytics, delivering data-driven insights to drive revenue growth and operational efficiency. Expertise in Power BI, SQL, Data Storytelling, and Dashboarding to enable C-suite decision-making. Strong stakeholder management, automation expertise, and business consulting mindset

PROFESSIONAL EXPERIENCE

MSD Pharmaceuticals
Associate Manager | Data Science & Visualization | Nov'23-Present

- **Leadership & ROI Growth:** Led stakeholder collaboration across 12+ EEMEA markets for the HPV market of $30M, aligning marketing and finance strategies, driving a 20% increase in ROI and contributing to a $10M revenue uplift.
- **Operational Efficiency:** Automated the campaign analytics pipeline by integrating SQL, Power BI, and Python, reducing manual effort by 50%, cutting reporting time from 5 days to 3.25 days, and improving data-driven decision-making, accelerating campaign optimizations by 30%.
- **Market Penetration:** Designed and launched the HCP and HCC Engagement View for the Winrevair launch in Germany, enabling real-time tracking for 5,00+ HCPs, reducing manual efforts by 60%, and delivering insights 3x faster for sales and marketing teams
- **Global Platform Development:** Spearheaded the development of a global financial insights platform, empowering 50+ senior leaders to track Sales, ROI, and P&L metrics across 3 franchises (Oncology, Vaccines, and Pharma), leading to a 15% faster decision-making cycle and optimizing $500M+ in budget allocation.
- **Data Security:** Strengthened data security by implementing Role-Based Access Control (RBAC) and enhancing compliance measures, reducing data breach risks by 40% and ensuring 100% audit compliance across financial reporting systems.

GEP Worldwide Pvt. Ltd.
Analyst | Price Benchmarking | Sep'22-Nov'23

- **Strategic Procurement Insights:** Developed and deployed 28+ Power BI dashboards, optimizing supplier performance tracking for 100+ vendors, improving market trend visibility, and enabling 5% cost reductions across $20M+ in procurement spend.
- **Leadership:** Co-led and mentored a 6-member team, increasing reporting accuracy by 30% and cutting analysis turnaround time by 40%, enhancing procurement decision-making for 20+ global clients.
- **Acquisition Optimization:** Partnered with senior leadership and procurement teams to design a Holistic Supplier Rationalization tool, reducing supply chain inefficiencies by 25%, consolidating 15% of redundant vendors, and improving client acquisition success by 12%.

GEP Worldwide Pvt. Ltd.
Associate Analyst | Price Benchmarking | Jun'21-Sep'22

- **Cost Savings:** Automated 50+ reports, cutting manual reporting efforts by 60%, reducing errors by 35%, and freeing up 20+ analyst hours per week, leading to an estimated $500K+ in operational savings annually.
- **Digital Transformation:** Led the transition of legacy Excel-based reports to a SharePoint-integrated Power BI system, increasing benchmarking efficiency by 60%, accelerating procurement insights by 45%, and enabling a 25% faster supplier negotiation process, driving an estimated $2M+ in annual cost optimizations.

SKILLS

Technical
Power BI, SQL, DAX, Python (Basics), Alteryx, Dataiku, Advanced Excel, ETL, Data Modelling

Consulting & Analytics
Stakeholder Management, Data Storytelling, BI Strategy, Dashboarding, Financial Analytics

CERTIFICATIONS

- **Microsoft Certified**: Career Essentials in Data Analytics
- **Udemy Certified**: Practical MySQL for Data Analysis
- **FreeCodeCamp Certified**: Machine Learning & Data Science with Python
- **LinkedIn Certified**: Master in Power BI

EDUCATION

Bachelor of Engineering | Computer Science   (2015 – 2019)
    MIT College of Engineering, Pune
    CGPA: 7.8/10

Higher Secondary (12th) | Science   (2013 – 2014)
    City International Schhol, Pune
    Percentage: 96%