

VIVEK CHINMAY DHANWADA

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PERSONAL SUMMARY

Aspiring Business Analyst with hands-on experience in business development, data analysis, and market research through internships and leadership roles. Skilled at leveraging analytics tools, building dashboards, and driving growth strategies to improve business performance. Passionate about solving problems and helping organisations make smarter, data-driven decisions.

SKILLS

- **Technical Skills:** Python, SQL, Advanced Excel, Tableau, Google Analytics, PowerBI, Statistical Modelling, Data visualisation, Reporting
- **Business & Professional Skills:** Market Research, Project Coordination, Strategic Decision-Making, Stakeholder Management, KPI Reporting and Analysis, Business Process Improvement

EXPERIENCE

Green The Chain | *Business Development Intern*

Mar 2025 - Present

- Mapped buyer demand across ESG product categories, enabling data-driven outreach that improved supplier onboarding efficiency.
- Conducted targeted market research and leveraged CRM tracking to identify and prioritise 50+ high-value partners, driving early marketplace growth.
- Analysed website traffic and buyer behaviour using Google Analytics, providing insights that improved landing page UX and increased lead conversion rates by streamlining user journeys.
- Designed interactive dashboards and trackers to monitor website activity, campaign metrics, buyer-seller engagement, and partner research, and created scalable ad tracking processes to streamline campaign measurement for a growing startup.

Climate Action Foundation Ltd | *Event & Project Management Volunteer*

Jan 2025 - Mar 2025

- Supported the planning and execution of Sydney's largest sustainability-focused event, engaging 5,000+ attendees across workshops, panels, and exhibitions.
- Set up event pages, managed organiser data, and analysed insights to inform strategic decisions and enhance digital engagement.

AIIESEC | *Business Development Manager*

Jan 2019 - Jan 2022

- Led a 14–20 member team to secure 7+ strategic B2B partnerships with corporates, universities, and non-profits, while supporting international interns.
- Drove 20% revenue growth by leading national sales initiatives, curating proposals, and managing stakeholder relationships at both local and national levels.
- Planned and executed social impact projects and partnership events, strengthening AIIESEC's brand visibility and community engagement.

AIIESEC | *Head of Business Development*

Jan 2019 - Jan 2022

- Led a 14–20 member team to secure 7+ strategic B2B partnerships with corporates, universities, and non-profits, while supporting international interns.
- Drove 20% revenue growth by leading national sales initiatives, curating proposals, and managing stakeholder relationships at both local and national levels.
- Planned and executed social impact projects and partnership events, strengthening AIIESEC's brand visibility and community engagement.

AIIESEC | *National BD Consultant*

Jan 2019 - Jan 2022

- Led a 14–20 member team to secure 7+ strategic B2B partnerships with corporates, universities, and non-profits, while supporting international interns.
- Drove 20% revenue growth by leading national sales initiatives, curating proposals, and managing stakeholder relationships at both local and national levels.
- Planned and executed social impact projects and partnership events, strengthening AIIESEC's brand visibility and community engagement.

EDUCATION

Macquarie University

Jul 2023 - Jul 2025

Master of Business Analytics, Business Analytics (GPA: 70.13)

- **Coursework:** Data Visualisation, Statistical Analysis, Python Programming, Business Strategy, Project Management

Jawaharlal Technological University

Jul 2018 - Jul 2022

Bachelor of Technology, Mechatronics Engineering

- **Coursework:** Robotics Systems, Mechanical Automation, Control Systems, Electronics Integration, Process Optimisation