APOORV SINHA

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[Apoorv Sinha | LinkedIn](#) 💼

[Portfolio](#) 🌐

KEY SKILLS

Technical Skills

Power BI (DAX, RLS, App Development, Incremental Refresh, Governance)

Python (Pandas, NumPy, automation, data pipelines)

SQL & Snowflake (data extraction, modeling, creating views/tables for BI dashboards)

Data Visualization (Power BI, Tableau, Excel, Matplotlib, seaborn)

AI & Advanced Analytics: Prompt Engineering (certified), translating ML/forecasting outputs into BI dashboards, exploring GenAI applications in pharma reporting

Domain Skills

Pharma Analytics: Patient Journey (PSS – Tzield), Revenue & Inventory (EP), Omnichannel integration, Forecasting support

Reporting & BI Delivery: GenMeds, Vaccines, Specialty Care, RD, RBD portfolios

Stakeholder Engagement & Leadership: Mentoring analysts, governance, interview panel

Core Strengths

Data Analysis | Communication | Critical Thinking | Process Improvement

EDUCATION

Bachelors in Science (Statistics)
Savitribai Phule Pune University
(2015-2018)
GPA 3.9

Certificate in Data Science
Simplilearn

Key PROJECTS

Unified Dashboard: End-to-end patient + commercial integration adopted by brand/field/market teams.

Global Expense Tracker: Finance app improving visibility into multi-million-dollar budgets and enabling reallocation.

Employee Bandwidth Tool: Increased adherence from 65% to 90% with 100% adoption across GTMC.

Accomplishments

Sanofi (2023-Present): Received 6 Achieve/Impress awards for *Stretch, Aim Higher,* and *Take Action* values; 4 earned as Senior Analyst.

Amazon (2019-2023): Won 3 Quarterly Awards for quality and performance excellence

PROFILE

Senior Analyst with cross-functional pharma analytics experience in **Reporting, Patient Services (PSS), Omnichannel data engineering, and Advanced Analytics enablement**. Skilled in **Power BI, Python, SQL, and Snowflake**, delivering interactive dashboards that convert patient, commercial, and omnichannel data into actionable insights. Recognized for driving **high-impact analytics solutions**, improving **budget visibility and operational efficiency**, and providing **leadership in mentoring and recruitment**.

PREVIOUS PROFESSIONAL EXPERIENCE

Senior Business Analyst (August 2024 - Present)
Sanofi - Hyderabad, India

- Designed the **Unified Dashboard**, integrating screening, infusion, revenue, and customer-facing data (KAM calls, lunch & learns); adopted by brand, field, and market teams with strong feedback.
- Developed enterprise-grade **Power BI apps**, including a **Global Expense Tracker** for multi-million-dollar budget allocation and an **Employee Bandwidth Tool** (boosted adherence from 65% to 90% with 100% adoption).
- Delivered **BI dashboards** across GenMeds, Vaccines, Specialty Care, RD, and RBD portfolios, enhancing visibility for global stakeholders.
- Developed **forecasting models for 3 RBD brands**, converting monthly sales into daily/weekly forecasts with weighted distributions and holiday adjustments; outputs supported supply and budget planning.
- Built **PSS Patient - Journey Reporting (US)** to track enrollments, infusions, reimbursement, and time-to-therapy by age/region; automated workflows using Python/VBA.
- Provided **leadership and mentorship** to multiple analysts on BI, Python, and stakeholder management; also served as an **interview panel member** for hiring.

Business Analyst (June 2023 - August 2024)
Sanofi - Hyderabad, India

- Delivered weekly/monthly reporting across multiple global brands, ensuring **error-free insights** for senior stakeholders.
- Migrated static PPT reports to **interactive Power BI dashboards**; automated manual workflows with **Python, VBA, and Snowflake**.
- Supported **Patient Services** by building KPI reports and dashboards using CIM data.
- Partnered with Omnichannel team to integrate **CIM, Merkle, HMG and Google Analytics** into unified analytics datasets for multiple brands.

Quality Analyst (July 2021 - June 2023) | **CASE Analyst** (Aug 2019 - Jul 2021)
Amazon Development Centre - Pune, India

- Conducted audits on abuse prevention and high-concession cases, ensuring compliance and reducing leakage.
- Performed root cause analysis and led process improvement projects to enhance operational quality and cut costs.
- Built dashboards/reports in Excel, to track outliers and improve decision-making.
- Supported new hires through training and feedback, strengthening team capability.