Aakash Sharma

Management Consultant

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👤 PROFILE

Results-oriented **Management Consultant** with over 7 years of experience specializing in **business analysis**, **strategic planning**, and **data-driven decision-making**. Proficient in optimizing processes, resource allocation, and driving organizational transformation. Strong expertise in SQL, Tableau, Power BI, and Azure services. Adept at **managing cross-functional teams**, delivering executive insights, and **mentoring junior staff**. Experienced in working with Fortune 500 clients to achieve operational improvements and **streamline decision-making**.

⊗ CORE COMPETENCIES

Strategic Planning & Advisory

Project Management
- Agile
- SCRUM
- Waterfall

Leadership & Team Mentorship

Cloud Computing & Data Integration
- Azure
- SQL

Stakeholder & Client Relationship Management

Data Analysis & Financial Forecasting

💼 PROFESSIONAL EXPERIENCE

Management Consultant   Apr 2022 – Aug 2024 │ Mumbai, India
Tejas Overseas
- Developed and implemented strategic marketing models, increasing ROI by 15% through data-driven insights.
- Led cross-functional teams to improve business operations by enhancing e-commerce KPIs through detailed analysis of sales and customer behavior.
- Designed and built automated dashboards using Tableau and SQL, providing executive teams with actionable insights to drive profitable decision-making.
- Acted as the primary liaison between clients and internal teams, ensuring that business strategies were aligned with client objectives.

Business Systems Consultant   Feb 2021 – Feb 2022 │ Kentucky, USA
iLogic, Inc.
- Managed the migration from .NET to Salesforce, improving operational efficiency by 10% through cloud integration using Azure services.
- Collaborated with Salesforce architects and Azure Data Services to design and deploy customized solutions, resulting in optimized data flow and system performance.
- Led client workshops, providing strategic recommendations and delivering on project timelines, increasing client satisfaction by 20%.

Business & Data Consultant   Sep 2019 – Feb 2021 │ Chicago, USA
Blue Cross and Blue Shield/HCSC
- Developed and maintained interactive dashboards integrating Medicare and Medicaid data for executive decision-making, improving reporting efficiency by 30%.
- Automated data extraction processes using SQL and Tableau, reducing manual reporting time and providing year-over-year trend analysis to stakeholders.

- Conducted in-depth data analysis of healthcare systems to identify trends and anomalies, leading to optimized client decision-making.

Financial Consultant   Feb 2019 – Jul 2019 | Mumbai, India
Cormorant Advisory Pvt Ltd
- Led a financial audit for a South Korean firm, securing $2M in loans by preparing detailed financial forecasts and SWOT analyses.
- Conducted financial due diligence and presented findings to international banks, ensuring the company's financial stability for future growth.

Business Analyst   Aug 2016 – Aug 2018 | Mumbai, India
Orienza Tech solutions
- Developed customized dashboards and reports using SQL, Tableau, and Excel to provide insights into cost optimization and financial performance.
- Managed the SCRUM process for multiple projects, ensuring on-time delivery and aligning project outcomes with business goals.

🏅 SPECIAL SERVICE

Cadet Under Officer (CUO)   Apr 2013 – May 2016
National Cadet Corps - Indian Air Force Wing, 1 Maharashtra Air Squadron NCC, Mumbai, India.

NCC in India operates under the Ministry of Defence, Government of India, and is one of the largest uniformed youth organizations in the world. As a Cadet Under Officer, I **led** and **mentored** 120 cadets in various military and aviation activities, **fostering leadership** and teamwork skills.

Awards & Achievements:
- Best NCC Cadet Award, Wilson College, Mumbai, India.
- Gold Medalist in State-Level (Maharashtra) Rifle Shooting (0.22 caliber) representing 1 Maharashtra Air Squadron NCC, India.

🎓 EDUCATION

Bachelor of Science - Computer Science   Mumbai, India
Wilson College, University of Mumbai

Diploma in Global Business Management   Mumbai, India
N.L. Dalmia Institute of Management Studies & Research

Master of Business Administration (MBA) - Finance   Kenosha, USA
University of Wisconsin - Parkside

📑 CERTIFICATIONS

Bloomberg Analyst Certification
Trained in data extraction and data analysis from Bloomberg terminal.

Digital Marketing Certification
SEO, SEM, website content, YouTube, Facebook and Instagram marketing.

International Standard of Abacus Mental Arithmetic Proficiency Certification
Passed the International Standard of Abacus Mental Arithmetic Proficiency Examination.

SSI certified Advanced Open-Water Scuba Diver
Professional training in various diving conditions and situations conducive to Wreck dive, Underwater Navigation, Nitrox gas and Deep dive.

🧠 TECHNICAL SKILLS

Project Management Tools
- Jira
- MS Project

Programming Languages
- SQL
- Python
- C++

Data Visualization
- Tableau
- Power BI

Cloud Platforms
- Azure Data Services
- Azure SQL
- Azure Data Factory

Database Systems
- MySQL
- Oracle
- MS Access