

Ayush Joshi

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Education:

Simon Fraser University

Bachelor of Business Administration (CO-OP)

Burnaby, BC

2016- 2021

- Concentration in Management Information System (Focus in Data and System Analytics).

Highlights

- Successfully completed three internship/co-op and worked with organizations like Teck, IBM and Appnovation
- Experience working in Mining, Software, Marketing and Consulting companies
- More than 1.5 years of experience in data, business analysis and marketing accumulated through co-ops
- More than two years of coding experience in python and VBA
- Experience in managing projects and teams in an agile and scrum team environment
- Eight months experience in Marketing, Pre-sales and GTM Co-op/internships
- Eight months experience in Strategic analysis and Consulting experience through co-ops and case competitions
- Supported the acquisition of over \$10 Million CAD in new business globally as part of pre-sales
- Developed various interactive dashboards for executives and other key stakeholders to monitor performance, sales and opportunities pursued in a quarter for all regions
- Pro-bono consultant for student group
- Math GPA of 3.67 out of 4.33
- Won the second position at SFU social entrepreneurial competition
- Placed first in the market simulation game for marketing course making more than ten million sales.

Technical Skills:

Programming	C++, C, CSS,HTML, MATLAB, Python, SAS,SQL, VBA,
Qualitative	MS office (Advanced): Excel, Word, Projects, Visio, Google suite, Hadoop Figma,Miro
Software	Tableau, Ultimate Software, SAP SuccessFactors, VIP, Workforce, Microsoft Netsuite, Jira, Atlassian, Salesforce, and Financial Force
Hardware	RobotC, VHDL, Soldering, Power supplies, Oscilloscopes and Function Generator
Other skills	Project Management, Data analytics and management, Accounting, Statistical modeling, Financial forecasting and modeling, Gap and Root analysis, and Regression modeling

Work Experience:

Appnovation Technologies

Digital Insights, Go To Market

Vancouver, BC

May 2021 – Aug 2021

- Managed and led the team of four junior co-ops
- Designed and automated the lead generation process for marketing team
- Created a team performance dashboard and embedded in the team website for key stakeholders and internal team members to measure performance and engagement of team GTM with other teams.
- Assisted in content migration for the Northern Arizona health website
- Led and assisted the bid team with various bids.

Appnovation Technologies*Pre-sales strategic growth CO-OP***Vancouver, BC***Dec 2020 – May 2021*

- Part of the Pre-sales team in strategic growth department at this digital consultancy
- Collaborate with different functions within Appnovation such as Marketing, Services, Strategy, and Sales to develop pitches and proposals, supporting the acquisition of over \$10 Million CAD in new business globally
- Worked in an agile team environment developing Jira tickets, use cases, and test cases by effectively communicating requirements from business stakeholders to technical administrators
- Surfaced and presented actionable insights to executives with quarterly sales data that prompted a review of lead qualification and internal processes
- Developed project portfolio dashboard on Tableau that allows client executives to track project status and Deliverables
- Assisted Strategy team with research on prospects and industry
- Performed competitive analysis and research for opportunities that helped teams shape proposal strategy
- Automated routine and trigger-based internal processes using google apps script to save time and team effort

TECK Resources Limited*HRIS Data Analyst CO-OP***Vancouver, BC***Sept 2019 – May 2020*

- Part of HRIS team involved in global implementation ERP project at Teck resources working closely with the director and project manager
- Worked in a team of developers, analysts, and HR professionals from IBM and Teck to develop a new HR system for the organization
- Managed Microsoft teams consisting of over 200 members from organizations like SAP and IBM
- Supported the development team with daily requirements
- Documented and presented ideas to improve the existing business process to shareholders and stakeholders
- Designed dashboards using Microsoft azure to keep track of service tickets
- Assisted with data validation to ensure a smooth transition of data from the old system to the new one
- Created various test scripts and scenarios to test the new system and reported the bugs
- Used VBA and macros to create and automate various forms for compensation, payroll, and other HR departments
- Created an automated overtime payroll form that was published incorporate website
- Designed a new program to calculate seniority years for the various mine site, and presented the program in front of multiple shareholders and stakeholders

Simon Fraser University*Jr Project Management OLC***Burnaby, BC***Jan 2019- May 2019*

- Managed a team of 4 students responsible for developing the cooperative learning website of SFU
- Assisted Project manager with scheduling and kept track of the website progress
- Created scripts for testing the website
- Ensured everything was working as expected and provided with ideas to improve output and User Experience
- Researched and provided new innovative ideas and inspiration to improve the design of web pages
- Assisted in logic and some backend programming using drupal

Simon Fraser University*Research Assistant***Burnaby, BC***Sept 2018- Dec 2018*

- Conducted research on top 20 schools in Canada offering BATM program
- Analyzed the data using statistical techniques and presented my findings in a detailed report stating recommendations to improve the program at SFU and attract more students