



Deekshit Chitwala

Senior Manager - Business Analytics

Solve complex business problems by setting up analytical problem-solving processes with exposure to multiple industries like fitness, healthcare & legal



chitwala.3309@gmail.com



+919884517720



Hyderabad, India

SKILLS

Data Exploration & Analysis

Dashboard Design & Development

Agile Scrum Master

SQL

Power BI

Tableau

Python

Excel

LANGUAGES

English

Native or Bilingual Proficiency

Japanese

Limited Working Proficiency

Hindi

Native or Bilingual Proficiency

Telugu

Native or Bilingual Proficiency

Tamil

Limited Working Proficiency

INTERESTS

Badminton

Science - Physics

WORK EXPERIENCE

Senior Manager Merilytics

08/2019 - Present

Merilytics offers advanced and intelligent analytical solutions to clients globally

Achievements/Tasks

- Manage 3 US based client engagements and drive analytics based solutions accounting for **\$1.3M USD in annual revenue**. Externally i manage multiple **CXO level stakeholders** and internally lead five teams of analysts (25+) to drive the analytics-based solutions.
- Helping a legal client build a \$60M business in 2 years. Built a **Sales KPI reporting suite on Tableau CRM (~10 dashboards)**, as part of the one stop shop solution (MVP) to **help brands protect their brand value** by monitoring their online sales channels.
- Setup excel based and **Power BI based reporting**, for a healthcare client, to help identify leakages in revenue across their **revenue cycle management cycle**.
- Setup dashboards on Tableau CRM, for a SaaS client, to help with **sales funnel management and Sales rep performance evaluation** provide visibility into the hygiene of their existing sales pipeline so that they can improve the sales funnel management
- Leads healthcare vertical internally** to help centralize and standardize delivery across 20+ healthcare projects.

Senior Analyst JP Morgan Chase

05/2019 - 08/2019

Achievements/Tasks

- Responsible for creating high impact presentations to showcase **performance summary of markets businesses** of Corporate Investment Banking division of JP Morgan
- Involved in **forecasting and planning activities** of revenues, expenses and balance sheet for various businesses

Lead Engineer HCL Technologies

07/2013 - 06/2017

Achievements/Tasks

- Exposure to **new product development** projects- haemodialysis, in-vitro fertilization as a Systems Engineer. Handled **risk management** activities for product design as per DFMEA

ACHIEVEMENTS

Placed in IIM Trichy's Directors Merit List 2017-18 (Top 5% of the batch)

Secured All India Rank 24 in GATE 2012

Secured All India Rank 2,581 in IIT JEE 2008

EDUCATION

Master in Business Administration IIM Trichy

06/2017 - 04/2019

3.53/4.33 (Directors Merit List)

Bachelors & Masters of Technology (Dual Degree) IIT Madras

06/2008 - 04/2013