VISHAL SACHDEV

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Professional Summary

- IIT Kanpur graduate with 4 years of cross functional experience in Business Analytics and **management consulting** with expertise in E-commerce, **financial advisory** and business re-engineering in Middle East and Southeast Asia, also a **CFA level-3** exam candidate
- The recent engagement included **founding** an online matchmaking mentorship platform to connect job seekers with experts for career advice and job preparation

Experience

Cofounder/ Head – Strategy & Business Development   Dec 2015 to Sep 2016
with Xpertbuddies - Online platform for matchmaking of advice seekers with experts   Gurgaon
- Ideated and conceptualized Xpertbuddies - developed a business case presentation and finalized product design
- On boarded 100 Experts in span of 2 months by creating multiple level monetary and networking incentives
- Developed a unique 'Match-build' **matchmaking algorithm** for connecting job seekers and experts by considering 15+ factors covering education, experience and career aspiration of users
- Prepared the **road map** for customer acquisition and increasing sales (GMV) via strategic tie ups and marketing campaigns
- Startup selected for Alpha **Web summit exhibition** stand to be held in Lisbon in Nov'16

Senior Consultant   Nov 2014 to Apr 2016
with i3 consulting pvt. ltd.   Noida | Dubai | Riyadh
*Advised a leading **private equity firm** in Middle East on deal assessment of potential investment*
- Conducted detailed financial and business due diligence on investment for saavn.com
- Carried out **relative valuation** and Exit return analysis to derive the value of the company and potential return
- Undertook the deal assessment process for the investments and presented the recommendations to the Investment Committee

Developed export strategy for the largest export promotion agency in Middle East. Identified services for intelligence department and created service rollout roadmap
- Identified products to exports and markets to target to boost non-oil exports through the development of export potential index (EPI) and market attractiveness index (MAI) which formed the basis of development of export strategy
- Led the design and roll-out of departmental **dashboards** to help functional heads in strategic decision making
- Generated additional client impact through finalizing departmental service offerings, creating implementation plan and pricing strategy, re-engineering organizational structure, **processes and policies**, and defining **KPIs**

Developed business expansion strategy for one of the fastest growing QSR chain of GCC
- Developed 5yr **financial model** and **business case** for growth strategy to achieve top line worth SAR 800 Mn in next 5 years
- Streamlined financial operations (Account payable, Chart of Accounts, Petty cash reimbursement) by developing **Standard Operating Procedure** using Microsoft Visio and Processmaker tool
- Developed a business case to reduce waste by 12% through adopting a spoke and hub operating model

Senior Analytics Consultant   Aug 2012 to Oct 2014
With [24]7 Inc.   Bangalore
*Worked for India's largest telecommunications services company in devising their analytics driven strategy for 3G launch and assisted US giant **Ecommerce** companies (**Sears** and **BestBuy**) to increase their top line and web conversion*
- Used data mining techniques to drive end to end data cleansing (Weblogs & Structured data), outlier detection, segmentation and decisioning robust and efficient Predictive Analytics framework
- Built **logistic models** and **decision trees** to analyze, optimize and drive online revenue streams and chat driven revenue

- Predictive model (LR & Naive Base) validations and performance assessments using bootstrapping and lift chart/ROC curve
- Analyzed data from web analytics tools to create customized **dashboards** calculating **KPIs** and trends
- Performed **A/B testing** for the effectiveness of coupons & offers, analyzed customer **golden journeys** to improve marketing campaigns

Education

Year	Degree/ Certification	Institute	GPA/ %
2008-12	B.Tech (Materials & Metallurgical Engg.)	IIT Kanpur	8.0/10.0
2007	Intermediate – XII	Govt. Senior Sec. School, Kota	77%
2005	High School – X	Vidya Niketan Sec. School, Udaipur	93%

Accomplishments

- CFA Level-3 candidate; recipient of CFA Access scholarship
- Licensed as Advanced Ham Radio & Satellite operator by Ministry of Communication & Information Technology, India (2010)
- Awarded Silver medal and Academic Excellence Award from Board of Secondary Education, Rajasthan (2006)
- Received Bravo Award for Excellent performance in Q1 2013-14 from Data Science Group (Given to top 5% employees)

Academic Projects

Evaluation of FACEBOOK   Feb 2012 to April 2012
- Evaluated Facebook's equity value using free cash flow to equity (Discounted Cash Flow) model
- Analyzed and projected its Balance Sheet, P&L Account, Cash Flow Statement

Business Plan Challenge - 'Commercial Bio-Gas Plant in North India'   Jan 2011 to April 2011
- Estimated financial statement, cash flow for 2 years, debt equity ratio, liquidity ratio & breakeven analysis
- Ranked in top 3 B-plan projects for social entrepreneurship & innovation from President Talent, Ideas & Enterprise, and U.P.

FDI inflow in Developing countries from various countries in 2009-10   Aug 2010 to Nov 2010
- Collected data for FDI & 10 possible factors affecting FDI like Labor Cost, Innovation, Education etc. of 60 Countries
- Used Stata to do OLS regression and chi square analysis to estimate key factors affecting FDI inflows