Prashant Gaikwad

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**Date - 03/03/2022**

Dear Hiring Manager,

With my Master of Business Analytics and Project Management and 4.5 years of experience managing data-related solutions under my belt, I am confident I will be an asset to your team.

The **problem-solver in me** has always found solace in identifying the root cause of the problem and developing ingenious solutions. For the last four years, as a part of Ecolab which is working toward water and energy savings, I have **worked on a plethora of digital technologies, automation tools, and performed extensive data analysis**. My expertise landed me in several crucial projects **to develop a simulation model** for the overhead system, which delivers the ideal values for critical parameters. The successful execution of the project **led to gaining a business contract worth $3 million**. In addition, I contributed to **marketing the technology and trained the sales team** to acquire customers with potential business opportunities. Ecolab rewarded me with the “**LOCI – Ownership**” for this contribution.

My professional experiences so far have helped me rediscover my capabilities and every challenge has brought forth the stronger version of me enabling me to efficiently transform a deterrent into a driver. This knack of mine emerged when **our sales team at Ecolab, was facing a hard time during the pandemic** **(March 2020),** due to the inability to visit customer site locations. To keep the **productivity quotient high**, and the team motivated, I introduced the **concept of an Onboarding Premier League**, inspired by the renowned tournament, Indian Premier League, instilling a healthy, competitive spirit **that led to the attainment of the 6-month target, within 60 days.** This motivated everyone in the team and brought a smile to everyone’s face at a time when everyone was reeling in worries and uncertainty. I **intend to continue with this spirit and percolate the same vision in my team.** Ecolab rewarded me with the “**Star Performance**” award for this achievement.

I'm very good at keeping all parts of a **project moving forward** **and** **on target**, and **meeting management requirements**. I believe I would make an **excellent addition** **to your team**. Most of my experience was contained in **descriptive and diagnostic analytics**, but UConn School of Business helped me build a strong foundation in **Data Science and Machine Learning** through its graduate program in **Business Analytics and Project Management**. This internship opportunity would help me grow my real-world experience in the technology industry and help me further develop and refine my analytics skills.

I look forward to hearing from you.

Sincerely,

Prashant Gaikwad