

Sahil Walia

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PROFESSIONAL SUMMARY

Seasoned Business Intelligence Analyst with a master's degree in Business Analytics, proficient in leading global teams to develop innovative BI frameworks that improve operational efficiency and enhance strategic decision-making processes for Fortune 500 clients.

EXPERIENCE

Decision Analytics Associate Consultant, ZS Associates

Jan 2024 - Jun 2024

- Developed comprehensive DEICT reporting framework for a **global pharmaceutical giant**, enabling sponsors to identify demographic representation gaps and improve diverse patient recruitment strategies by **40%**
- Envisioned integrated analytics solutions combining census, real-world evidence, and historical trial data, reducing time for clinical trial design by **30%** while enhancing site performance predictions.
- Established automated data pipelines using Python/SQL with quality assurance protocols, achieving **99.9%** system reliability and eliminating manual reporting bottlenecks for critical trial milestones
- Translated complex analytical findings into executive-ready insights, directly informing **\$50M+** budget allocations and geographic expansion decisions across multiple therapeutic areas

Decision Analytics Associate, ZS Associates

Jan 2023 - Dec 2023

- Created comprehensive brand scorecards for pharmaceutical clients managing **\$100M+** portfolios, enabling real-time competitive positioning analysis that improved market share by **25%**
- Developed integrated dashboards using Tableau tracking prescription trends, payer dynamics, and HCP engagement across multiple geographies, informing **\$20M+** investment decisions
- Built initiative tracking systems monitoring **120+** concurrent projects, reducing status reporting overhead by **60%** and enabling proactive risk management for critical deliverables
- Recognized with direct client appreciation for delivering solutions that transformed pharmaceutical teams' competitive landscape monitoring and resource allocation strategies

Business Operations Associate, ZS Associates

May 2021 - Dec 2022

- Designed clinical trial monitoring and audit readiness solutions, improving risk identification capabilities by **50%** and reducing regulatory preparation timelines from weeks to days
- Created comprehensive tracking systems for major pharmaceutical client's oncology portfolio transition, monitoring **110+** R&D initiatives and providing executive visibility into **\$75M+** development pipeline
- Implemented standardized data management protocols and automated reporting frameworks using Excel/VBA and Tableau, reducing manual effort by **30%** while improving data accuracy
- Contributed to multiple proof-of-concept projects that evolved into long-term client engagements, demonstrating business value of innovative analytics approaches in clinical operations

EDUCATION

Master of Science in Business Analytics

2024 - 2025

W.P. Carey School of Business, Arizona State University

GPA: **3.78/4.0**

Bachelor of Technology - Automotive Engineering

2016 - 2020

SRM Institute of Science and Technology, Chennai, TN, India

82.12% - First Class with Distinction

PROJECTS

- Harley-Davidson Capstone - AI Sentiment Analyzer**

Jan 2025 - May 2025

 - Built RoBERTa-based NLP pipeline analyzing **100K+** social media comments across Reddit/YouTube platforms
 - Delivered executive dashboards surfacing brand perception, presented to Harley-Davidson CIO and global executive team
- Breast Cancer Detection Using Explainable AI**

Dec 2025 - Present

 - Trained YOLOv8 detection models on **5,000+** mammograms achieving **85%** (class specific) accuracy
 - Applied Explainable AI (Grad-CAM, LIME, SHAP) to enhance interpretability for clinical stakeholders

CERTIFICATIONS & TRAINING

- Google - Foundations of Business Intelligence, Coursera - **2025**
- IBM - AI Foundations for Everyone, Coursera - **2025**
- Tableau Certified Data Analyst, Salesforce - **2023**
- Tableau Desktop Specialist, Salesforce - **2022**
- AWS: SageMaker: Comprehend Medical, ML Services - **2022**
- Six Sigma - Green Belt, MSME (Govt. of India) - **2019**

LEADERSHIP AND ACHIEVEMENTS

- Team Lead (Enigmatic Plodder - Collegiate MotorSports), Directed **15-member** team to design off-road quad bikes, competed in national level ATV championships. Secured multiple championship titles.
- CSR Mentor (ZS Cares), Coached school students on consulting case solving and public speaking; team won top spot in Model MUN.

TECHNICAL SKILLS

Business Intelligence & Data Visualization	Tableau (Advanced), Power BI, Looker Studio, Excel (Advanced), MS Office Suite, KPI Design, Business Intelligence Frameworks, Data Warehousing, Data Modeling
Data Engineering & Programming	SQL (Snowflake, Postgres), Python (pandas, NumPy, scikit-learn), PySpark, ETL/ELT Pipelines, Git, VBA
Machine Learning & AI	Machine Learning, Predictive Analytics, PyTorch, YOLO (Computer Vision), Natural Language Processing (NLP), Grad-CAM, AI Workflows, GenAI, LIME
Cloud & Platforms	AWS (SageMaker, Comprehend Medical), Azure Data Fundamentals, Google Cloud Intelligence
Statistical & Analytical Methods	Statistical Analysis, Statistical Modeling, Process Improvement, Data Engineering, A/B Testing
Project & Product Tools	JIRA, Figma, Project Management, Stakeholder Management
Healthcare & Clinical Analytics	Healthcare Analytics, Clinical Trials, Risk-Based Monitoring (RBM), ICH-GCP

ADDITIONAL INFORMATION

- Available for full-time opportunities
- Authorized to work in the United States
- Open to relocation and international assignments
- Professional proficiency in English language