Mehak Khanna

mkhanna.mam2023@london.edu   +44-7767945085   www.linkedin.com/in/khanna-mehak/

EDUCATION

2022 - 2023   **London Business School, London, UK**
Reading for Masters in Analytics and Management

2016 - 2020   **Punjab Engineering College, Chandigarh, India**
Bachelor of Technology, Electrical Engineering

BUSINESS EXPERIENCE

2021 - 2022   **MCKINSEY & COMPANY, Gurugram, India**
Capabilities & Insights Analytics Analyst (Internal Promotion) (3 Months)
- Handled data modeling & implementation for a $18b American department store retail chain
- Led innovation activities of existing SAS workbench to boost model coverage for 80% categories by adjusting existing parameters along with introduction of new control variables
- Created new workbench to migrate from SAS based models to R based models for improving model accuracy up-to 30%
- Organized learning events to help upskilling various colleagues in languages like Python and SQL

Capabilities & Insights Analytics Junior Analyst (9 Months)
- Managed project with a top US clothing retailer to develop complex pricing prediction model based on seasonal requirements
- Aided clients increase revenues by ~15% through predicting elasticities used in promotion implementation & strategic pricing
- Reduced operational time of bi-annual refresh for elasticity computation by ~80% through SAS scripts
- Automated report generation process for weekly client deliverables, reducing team effort by ~40%

2020 - 2021   **ZS ASSOCIATES, Gurugram, India**
Business Technology Solutions Associate
- Awarded Learning Trailblazer within technical analytics team; held top position for learning and skill enhancement within my team for 2 quarters
- Developed SCM tool on internal platform; handled setting up of project from platform setup to technical developments to reduce company costs by 40%
- Enhanced client sales by 8% immediately with potential of further 10% by analyzing performance of an intravenous drug of a top 10 listed pharma client pre & post-COVID
- Improved accuracy by ~30% through improvement of pre-existing procedures for incentive compensation workbench for a top 10 listed US based pharmaceutical client
- Increased sales by 12% and efficiency by 10% through tech-Ops enhancements for field management of sales rep for a client monitoring sales impact of COVID-19
- Led an ad-hoc analysis for market expansion of in-patient drug by a top 5 listed pharmaceutical company based on internal analytics tools with external vendor data using SQL & Excel

---

LEADERSHIP

Cambridge Consulting Network, UK   Engagement Manager: Supervised pro bono project with F50 client for 10 weeks and managed a team of 5 members. Delivered documentation to be shared with investor shareholders for expansion of workspace charging places in France, Germany, Poland, Ireland, etc.

Punjab Engineering College, India   Joint Head, Logistics and Marketing, PECFEST 2018: Generated INR 12 lacs leading 30+ Subheads to onboard title & 4 Co-title sponsors; Managed all logistics for 80+ events and 40,000+ footfall across three days

---

ADDITIONAL INFORMATION

Tech Skills   Languages: SQL, SAS, R, Shell, Python, VBA
Tools: Tableau, SQL Workbench, Excel, PowerPoint

Volunteering   Taught underprivileged students at NSS; Organized events for old age home to celebrate Indian festivals amidst COVID 19 pandemic at ZS Associates; Worked with New Delhi government to prepare employment strategy for Anganwadi women at McKinsey India

Interests   Reading, Adventure sports, roller coasters

Languages   English (Fluent), Hindi (Native)