**Resume for Client – Alkesh Mahajan**

**Digital Transformation for Sales and Finance for Indian Textile Manufacturing Company**

* **Process Discovery -** Led the discovery session with the stakeholders to **understand the pain areas in system** and **designed a phase wise road map** to help them bring visibility in the system through **BI and automation.**

**Implementation BI**

* With the help of data engineering team designed **data modelling** and **data pipeline** activities in Azure Data Lake, Azure Data bricks and Azure SQL to form a common data warehouse **creating Gold layer** in the system to feed Power BI.
* Implemented 20 reports across Sales and Finance covering **MIS PNL, Account Receivables and Account Payables ,Ageing, Days Sales Outstanding, Days Payable Outstanding ,Comparisons and Trends , Sales comparisons, Trends, Sales Analysis Across Dimensions, Salesperson Profile**

**Success :** Visibility through BI helped them **reduce their DSO by ~15%** in first year post implementation.

**Implementation Automation**

* Designed **As-Is To-Be Process map** to enable automation for **SO to PO conversion process.**
* **Introduced RPA to punch Sales Orders** and track approval delays in process to overcome bottlenecks **reduce manpower dependency** wherever possible and **bring transparency in the system**.

**Success :** Reduction in manual dependency andtransparency in system

**Migration to Power BI from Legacy System for Indian Housing Finance Company**

* **Migration :** Led the POC with client to convince management on their journey from **legacy MIS system(Excel) to Power BI** .
* **Requirement Gathering :** Led the requirement gathering exercise to create BRD, **mapping the source system tables and columns with KPI** and business logics to define them.
* **Implementation:** Designed and implemented **analytics dashboards on AUM** in different **dimensions (Region,Zone,Institution Type** etc) for visibility in system with the help of data engineers and BI Team using **Azure SQL as source**.
* **Testing & Training :** Led the UAT and training sessions for **easy adoption** and **customer success**.

**Migration to Cloud and Digital Transformation for a Fortune 500 FMCG Conglomerate’s India Arm**

* **Approach:** Led the data lake/data warehouse project to move on-premises data from various data sources to Azure cloud, following ELTL approach, integrating the data sources **(VITRAK, IBM Cognos, Excel, Oracle JDE**) to form data marts for all the business functions.
* **Requirement Elicitation:** Conducted **requirement gathering workshops** with the stakeholders and business users to **identify KPIs**, mapping them to tables and columns in data marts.

**Implementation BI**

Created Lakehouse Architecture to create Gold layer in Azure SQL providing dashboards for management for visibility across **SCM(Value Creation, OTIF Analysis, Vendor Comparison, Vendor Profile , Purchase Analysis, FSN Analysis)**, Sales(GM tracking across Products, Region and channels, Primary v/s Secondary Sales etc) Finance(Debtors Analysis, Revenue v/s Cost Analysis, Budget v/s Actual etc).

* Enabled Power users with **Self service dashboards** to create reports saving **more than 500 man-hours per month**.

**Success:** **Moved ~70% of MIS reporting to Power BI** from legacy systems reducing man-hours, increasing accuracy

**Implementation Power Apps**

* **Introduced Power Apps in business** to manage and track **M.R.P change approvals/workflows, Employee Asset Management Application** to **digitize processes** for process improvement.

**Sales & Service Digital Transformation for Multi National Automotive Company**

* Led the requirement gathering sessions with business , documenting business rules, Module wise KPIs in BRD, **dimension - measures matrix** and **ER diagrams** to help data engineering team for implementation.
* **Technical Architecture Designing:** Helped designing the technical architecture with Technical Lead on GCP and led the presentation with stakeholders for tech sign-off.

**Implementation**

Helped the implementation team to create data marts on top of Google Cloud Storage utilizing Google Dataproc forming Gold layer in Google Big Query.

* **Created dashboard to cover Lead Analysis, Lead to Booking Conversion%, Booking to Retail Conversion%, Lead to Retail Conversion% , TAT comparisons , competitor analysis by source, dealer, model and region, dealer profile, dealer trainings and RM performance .**

**Go Live Strategy:** Curated training plan for post implementation adoption strategy and helped the team during training implementation for customer success

**Tools**: Power BI, Azure SQL, Azure Databricks, MS Excel, MS Visio, MS PowerPoint, MS Projects, Power Apps

**Source Systems:** Navision, Dynamics 365, SAP S4 HANA, Logic Pro ,SQL(Custom Solutions), Excel.