**Resume for Client – Alkesh Mahajan**

**Digital Transformation for Sales and Finance for IndianTextile Manufacturing Company**

* Led the discovery session with the stakeholders to understand the pain areas in system and designed a road map to help them bring visibility in the system through BI and automation.
* Designed As-Is To-Be Process map to document the plan.
* Designed data modelling and data pipeline activities with the help of data engineering team 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, Receivables and Payables Ageing, Sales comparisons, Trends helping them reduce their DSO by 10-15%
* With the help of automation team, introduced RPA to punch Sales Orders and track approval delays in process to overcome bottlenecks, reduce manpower dependency and bring transparency in the system.

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

* Led the POC with client to convince management on their journey from legacy MIS system(Excel) to Power BI .
* Led the requirement gathering exercise to create BRD, mapping the source system tables and columns with KPI and business logics to define them.
* Designed and implemented analytics dashboards on asset management across different dimensions for visibility across system with the help of data engineers and BI Team considering Azure SQL as source.
* 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**

* 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 to form data marts for all the business functions including SCM, Finance, Sales .
* Conducted requirement gathering workshops with the stakeholders and business users to map KPIs, mapping them to data marts to create dashboards for management visibility to shift ~70% of MIS reporting to Power BI from legacy systems.
* Enabled Power users with Self service dashboards to create reports saving more than 500 man-hours per month.
* Introduced Power Apps in business to manage and track price 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, As-Is To-Be process mapping, dimension - measures matrix and ER diagrams to help data engineering team for implementation
* Helped designing the technical architecture with Technical Lead on GCP and led the presentation with stakeholders for tech sign-off.
* 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.