

Nishant Moona

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PROFILE

Strategic leader with over 7 years of experience in business development and project management, complemented by a solid foundation in SAP consulting. Completed MSc in Business Analytics, I bring a comprehensive skill set in data analysis, financial systems, and programming. Adept at transforming data into actionable insights and proficient in SQL and Python. Demonstrated success in managing complex projects and driving business growth through innovative IT solutions.

EDUCATION

Master's in Business Analytics - UCD Smurfit Graduate Business School, Ireland **2023-2024**

- Key modules: Programming for Analytics, Statistical Learning, Machine Learning, Data Mining, Technology Consulting, Decision Analytics, Big Data, and Business Optimization.

Bachelor's in Mechanical Engineering (CGPA: 8.03/10 – First Class Honors) - RGPV University, India **2011-2015**

- Ranked 1st in class and achieved several scholarships for academic excellence.
- Published four research papers in International Journals and National Conferences.

CAREER EXPERIENCE

Business Development Director, Print-O-Fast, Bareilly (India) **October 2019 – August 2023**
(Regional printing company serving corporate and individual clients)

- Managed a team of 40-45 employees, optimizing operations for improved business acquisition and delivery efficiency.
- Conducted market research and developed targeted sales pitches, increasing yearly revenue by 40% to €600,000.
- Implemented digital marketing strategies, resulting in a 20% increase in new business.
- Utilized NPS surveys for customer advocacy, leading to a 30% growth in business.
- Established a quality assurance team using Six Sigma principles, securing bulk orders from international clients.
- Negotiated longer payment terms with suppliers (NT30 to NT45) and shorter payment terms with clients, by engaging in strategic negotiations, and optimizing short-term cash flow for investments.
- Enhanced productivity and work culture through team building and wellness programs, leading to a 30% increase in retention rate.

Technical Consultant (SAP), TATA Consultancy Services, Bengaluru (India) **June 2016 – August 2019**

- Conducted requirements analysis and implemented SAP ABAP solutions, ensuring high client satisfaction.
- Designed and implemented bespoke SAP ABAP solutions, enhancing system reliability.
- Actively contributed to Agile project sprints, contributing to medical device manufacturing projects.
- Developed automated test scripts and implemented continuous integration practices, enhancing test coverage and efficiency.
- Fostered new client relationships through regular project updates and tailored solutions.
- Guided new team members with a structured onboarding program, fostering a mentorship network.

ACHIEVEMENTS

- **NDRC Entrepreneurship Program:** Developed and presented a startup idea at Dogpatch Labs.
- **Enterprise Ireland Business Idea:** Delivered a business pitch focused on innovative services.
- **UCD Global Leadership Program, UCD Advantage Award:** Recognized for leadership in the UCD. Recognised to drive cross-cultural collaboration and positive campus initiatives.

ADDITIONAL SKILLS

- **Technical Skills:** Python, Tableau, Power BI, SQL, R Studio, SAP ABAP, SAP Process Scheduling, HTML, CSS, Microsoft Office (Word, Excel, PowerPoint).
- **Soft Skills:** Data Analysis, Business Requirements Gathering, Communication and Presentation, Project Management, Problem Solving, Team Collaboration, Leadership.

- **Certificates:** Google Data Analytics Specialization, Introduction to Generative AI, Introduction to Large Language Models, Introduction to Responsible AI, Bloomberg Market Concepts, Bloomberg Finance Fundamentals, Bloomberg ESG, Fundamentals of Digital Marketing, Design Thinking, Tableau Certified, SQL Certified.

OTHER INFORMATION

- **Languages:** English (Fluent), Hindi (Native)
- **Volunteering:** Participated in community clean-up initiatives, supported education for minor girls, regularly donated blood, promoted Ayurveda through community programs.
- **Interests and Hobbies:** Cooking, Chess, Gardening, Football, Photography, Movies, Automobiles, Travelling.