Lois Gracy Raja

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Summary

 An astute professional with 5.8 years of proven success in handling various solutions in Retail Industry and Sales & Marketing.

Experience

From September 2015 till August 2016 worked for Accenture, Bangalore as a Transaction Processing Analyst in Client Delivery & Operations (MIS Reporting).

Accountabilities

- ❖ I am responsible for generating Sales Reports and Margin Analysis to Stake Holders and   internal Top Level Management (Business Unit Level)

- ❖ For Global Countries (21 Countries) we provide reports (MS Excel) to Sales Managers and Account Managers/Management for Analysis.

- ❖ On monthly basis Sales Region wise Dashboards and KPI Reports are generated.

- ❖ Process Training for new joiners in order to excel them in Impromptu query and in Team Functional metrics.

From March 2013 to July 2015 worked in VWR LAB PRODUCTS PVT LTD, Coimbatore as an Associative-Special Skills in Reporting & Analytics.

Accountabilities

- ❖ Analytics and Reporting: Create meaningful interpretation of data through use of Tools, industry experience and logic.

- ❖ Tactical planning & analyzing for assessment of Quality details to achieve planned targets.

- ❖ Provide Sales Analysis Reports in Excel matrix to Regional Managers of 18 global countries with the help of Qlikview and SAP.

- ❖ Delivering process trainings & refreshers and also participating in Quality/ Process Improvement/ Special Projects, Trainings & Cross Trainings.

- ❖ Identifying Clients requirement on monthly basis in terms of daily Production & Quality & coordinating with team & management to achieve goals.

From December 2010 to March 2013 worked in Ugam Solutions Private Limited, Coimbatore as an Executive in Competitive Intelligence.

Accountabilities

- ❖ Been a part of Competitive Intelligence Division which supports the Global Client by retrieving the pricing data from the Client and their Competitors Website.

- ❖ Implement market research techniques to compete with new competitors.

- ❖ Effectively took Process Training for New Joiners' inside the Team so as to excel them in functioning with Internal Tool "Crawler" which will retrieve the sales data of client and their competitors using Regular Expressions.

- ❖ Worked for International Clients like Yahoo, Office depot and Fossil to their utter satisfaction.

- ❖ Achieved the target within the stipulated time considering accuracy and quality in all deliveries.

Highlights

- ❖ Sales Activity Reports.

- ❖ Market Research & Analysis.

- ❖ Data Analytics and Interpretation

- ❖ Knowledge on Sales, Competitive Intelligence

- ❖ Training attended for Quality Six sigma projects.

- ❖ Advanced Excel Proficiency Trainer.

- ❖ Dashboards and Analysis through KPI Report.

- ❖ Won Best Performer Award in terms of high productivity and effective Ad hoc Reports delivery.

AREAS OF EXPOSURE/EXPERTISE

Operations
MIS Reporting
Team Management
Training & Development
Strategic Planning
Presentation
Global Sales Tracking and Maintenance

Academic Credentials

- ❖ *Master of Science in Software Engineering,* with **70%** aggregate.
- ❖ *Higher Secondary in May 2005,* with **70.0%** aggregate.
- ❖ *High School in May 2003,* with **78.5%** aggregate.

Extra Curricular & Co-Curricular Activities

- ❖ Undergone Internship in **Renault Nissan Technology and Business Centre India Private Limited (RNTBCI)**, Chennai for Six months for final year project.
- ❖ Process Trainer in SAP Transactions and Excel Intermediate Trainer.
- ❖ Organized various Internal Events that includes Stress Management and Migraine Awareness Program for the Centre Wide Associates and also organized Women's Day Celebrations.

- ❖ Conducted Child Abuse Awareness Program in "The Comford International School" students of age between 6 to 17 years through "EKTA" a woman's initiative program inside VWR.
- ❖ Committed and Meticulous person with strategic thinking ability to work and handle the Team.

Personal Information

- ❖ Marital Status : Married
- ❖ Date of Birth : 17.09.1988.
- ❖ Language Proficiency : Tamil, English

Declaration

       I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above-mentioned particulars.

Yours Sincerely,

(LOIS GRACY. R)