PREM MAHESHWARI

Data Analyst

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PROFESSIONAL SUMMARY

Data-driven professional with 9+ years of experience in business analytics, program management, and client relationship management. MSc in Business Analytics with expertise in SQL, Python, and data visualization tools. Proven track record of delivering actionable insights, driving strategic decisions, and leading cross-functional teams to achieve business objectives exceeding USD 10 million in revenue.

CORE COMPETENCIES

- **Advanced Analytics:** SQL, Python, R, Data Cleaning & Analysis, Tableau, Power BI, Looker, SPSS
- **Business Intelligence:** Revenue Forecasting, Strategic Planning, Portfolio Analysis, Performance Metrics
- **Project Management:** Agile Methodologies (KANBAN, SCRUM), Stakeholder Management, Cross-functional Leadership
- **Data Visualization:** Interactive Dashboards, Presentation Development, Data Storytelling, Executive Reporting

KEY ACHIEVEMENTS

- Analysed claims data and premium trends to establish pricing strategies, resulting in USD 3 million in new business revenue
- Developed and implemented data-driven portfolio management strategies that reduced client losses by more than 50%
- Created analytical insights through interactive dashboards, improving client retention and satisfaction metrics
- Redesigned operations over 20 business channels through systematic data analysis, achieving 100% growth in targeted segments

PROFESSIONAL EXPERIENCE

Chief Manager – Business Development & Analytics

Tata AIG General Insurance Company Ltd., India | November 2021 - August 2023

- Transformed underperforming product lines by analysing claims data and premium trends, resulting in USD 3 million in new business revenue and maintaining loss ratio below 75%
- Addressed client portfolio inefficiencies by developing data-driven risk models, which reduced potential losses by over 50% and improved client satisfaction scores
- Overcome business unit silos by implementing Agile methodologies and creating interactive dashboards for cross-functional teams, increasing project delivery speed by 30%
- Resolved forecasting accuracy challenges by developing and presenting data-backed monthly revenue projections to C-suite executives, achieving 95% of projected targets

Senior Manager – Business Development & Analytics

ICICI Lombard General Insurance Company Ltd., India | April 2016 - November 2021

- Tackled underutilized channel potential by implementing data-driven activation strategies, consistently exceeding monthly targets of 20 channel activations and being recognized twice as a top performer
- Addressed market expansion challenges by analysing untapped segments, resulting in the creation of new business verticals that generated 25% additional revenue streams
- Solved client retention issues by analysing portfolio data to design tailored products, increasing retention rates by 35% and reducing client losses by more than 50%
- Streamlined broker operations by optimizing a SaaS portal for pre-underwritten products, reducing processing time by 40% and improving broker satisfaction scores

Software Engineer - ERP Implementation Consultant

iSmart Business Solutions Pvt Ltd., India | February 2012 - November 2013

- Addressed database performance issues by developing optimized SQL queries, reducing system response time by 45% and improving data retrieval efficiency
- Solved integration challenges by conducting comprehensive user acceptance testing, resulting in zero critical defects at deployment and successful client adoption
- Improved system usability by collaborating with cross-functional teams to redesign key interfaces, increasing user efficiency by 30%
- Tackled user adoption barriers by developing targeted training materials and providing technical support, resulting in 95% user proficiency within two months of implementation

EDUCATION

MSc in Business Analytics - First Class Honours (1.1)
University of Galway, Ireland | September 2023 - August 2024
Relevant Modules: Data Science and Big Data Analytics, Statistical Techniques, Business Modelling and Analytics, Advanced Programming, AI and Analytics, Storytelling through Data Visualisation

Post Graduate Diploma in Management (Marketing & Operations)
IMT Nagpur, India | July 2014 - March 2016

Bachelor of Technology in Electrical and Electronics Engineering
Uttarakhand Technical University, India | August 2007 - July 2011

CERTIFICATIONS

- APM Project Management Qualification (PMQ) – 2024
- Intermediate SQL, DataCamp – 2024
- Joining Data in SQL – 2024
- LIFT Facilitator - LIFT Ireland - 2024
- University of Galway Employability Award - 2023
- Certified Lean Six Sigma Green Belt - KPMG - 2016