

Brijesh Kumar Tripathi

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Professional Summary

- ❑ I am an experience analytic professional well versed in managing data driven project and acting as strategic link to translate loosely defined business problem into actionable insights.
- ❑ I currently Business Data Analyst for India-MART, B2B ecommerce online Services Provider with 1 Lac+ customer.
- ❑ Adept in developing and designing analytical reporting and dashboard using tools like Excel, Power Point, Tableau Tools, Power BI.
- ❑ **Financial operation** like Business/Service wise/Product wise churn, Cohort, Collection, outstanding recovery, Client conversion/Client movement, Balance Score card & PLI, RAG Score, Product Matrix, Year End Procedures, Attrition, and Client Profiling on their performance of the lead generation and enquiry based on purchase history.
- ❑ Ability to prioritize and multi-task while working in busy environments and to work independently and self-motivated & dedicated to deadline commitments. I also worked with various team & functions, under deadlines and target pressure.
- ❑ Consistent Performer in the Company, also awarded “**Pillar of Success** “in the Organization

Working Experience:

- ❑ A self-motivated professional with 5 **years** quality experience in Business Analytic of B2B developing process in financial operation.
- ❑ Skill Set with Business Strategy, Data analysis, Team Management and always try to accomplish the task within the limitation of time and accuracy.
- ❑ Working on sketching a dashboard for Customer life cycle, Value churn vs Deal value for the process.
- ❑ Coordinating with various stakeholders, understating their requirement, and providing solution to them.
- ❑ Monthly sales reporting analysis - highlighting variances for the month and the year to date viz.
- ❑ Distributor Sales Analysis & Variance Analysis.
- ❑ Budget, analyze sales data, and prepare business report.
- ❑ Creating monthly, weekly and Daily Reports.
- ❑ Consolidate Daily Reports.
- ❑ Monitoring and analyzing daily Renewal collection figures.
- ❑ Analysis of Collection Trends Month wise / Policy wise at State / zone wise
- ❑ Monthly sales reporting analysis by product and category - highlighting variances for the month and the year to date viz. Channel collection Analysis & Variance Analysis.
- ❑ Review Meeting presentation, Preparing reports of query, preparation of Market Information System (MIS)
- ❑ Maintain Quality Reports for SLA Purpose.
- ❑ Replying Escalation mails and queries of supplier and clients.

- ☐ Responsible for the Accounts Payable policies and procedures are created, communicated, maintained, and monitored within the organization.
- ☐ Incentive calculation & Monitoring the performance of Sales employee.
- ☐ Create Report Like Overtime & Incentive Calculation, individual Productivity, Tracking's, Employee Attendance, Calculating leave Balance, And Tracking Attrition.

Additional Experience

Active Participation in "College Sport's" organized in 2011 at college level
Active Participation in "Red Cross" organized in School level

Academic Qualification

Qualified MCA from United College of Engineering and Research Noida(GBTU)
Qualified BCA from UPTEC Consultancy Varanasi (Integral University Lucknow)

Software/Platform Skill

- ☐ M S Excel, MS Word, Microsoft Outlook, MS Power Point
- ☐ Knowledge of Tableau Tools, Knowledge of Power BI, SQL, and advanced dashboard.
- ☐ Attained certificate in Business Intelligence Tools (Power Maps, Power Query, Power Pivot)

PERSONAL INFORMATION

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| <input type="checkbox"/> Date of Birth | : | 05-Jul-1989 |
| <input type="checkbox"/> Father Name | : | Mr. M.L. Tripathi |
| <input type="checkbox"/> Nationality | : | Indian |
| <input type="checkbox"/> Gender | : | Male |
| <input type="checkbox"/> Permanent Address | : | Shivpur, Varanasi |
| <input type="checkbox"/> Languages Known | : | English and Hindi (Read, Write, Speak) |

DECLARATION

I hereby declare that all the information furnished above is true. I am solely responsible for accuracy. I would also like to assure you that if given a chance, I will perform my level best to the work/duty concerned.

Date :

Place :

Brijesh Kumar Tripathi