SHREYAS EESH

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Aspiration:

Results-driven MBA graduate specializing in Supply Chain Management and data analysis, with a proven track record in project coordination, business analysis, and client engagement. Skilled in managing cross-functional teams, analyzing business processes, and delivering strategic insights to optimize operations. Adept at utilizing data visualization tools, project management methodologies, and stakeholder collaboration to drive impactful results. Proficient in tools like HubSpot CRM, Tableau, Power Bi with strong analytical and problem-solving capabilities.

Key Project Experience and Achievement:

Toyota Supply Chain Analysis During and Post-COVID-19

- Conducted a comprehensive study of Toyota's strategies, providing actionable insights to enhance resilience and adaptability.
- Examined supplier relationships, inventory practices, and digital transformation initiatives to recommend improvements in operational efficiency.

Capstone Project: Robo-Investing for Webster Bank (Connecticut)

- Collaborated with stakeholders to design and implement a robo-investing solution, leveraging data analytics to optimize investment strategies.
- Assessed user requirements, performed competitor analysis, and proposed a roadmap to improve client onboarding and portfolio customization.

Summer 2022 Internship at Coal India Limited: Conducted Comprehensive Analysis of Manpower & CSR Activities, Presented Strategic Recommendations for Gender Diversity and CSR Enhancement:

- Analyzed 10 years of manpower and CSR data, revealing gender imbalance in senior management and delays in CSR projects. Recommended diversifying CSR funds, improving public infrastructure, and opening office daycare centers to enhance retention and compliance.

Fund inter-college cultural festival as the Head of Student Body Council-

- As Head of the Student Body Council, I secured 60% sponsorship from alumni and businesses for our inter-college festival, covering 55% (~200K INR) of expenses through ads, food, and souvenir stalls.

Experience

Business Development Associate- Mila Health Inc   Seattle, WA | January 2025- Now

- Conducted outbound sales activities, including email campaigns and lead generation, to identify potential clients.
- Built and nurtured relationships with prospects, effectively managing the sales pipeline.
- Collaborated with cross-functional teams to develop tailored strategies for client acquisition and retention.
- Utilized CRM tools to track and analyze sales performance, optimizing outreach efforts for better conversion rates.

Marketing Associate- Sodexo USA   West Haven, CT | November 2023 – December 2024

- Coordinated daily operations for a team of 8, ensuring seamless service for 500+ students with 95% satisfaction.
- Managed inventory of 100+ items, reducing waste by 15% and aligning with budget constraints.
- Streamlined workflows to handle 200 orders per hour during peak periods, maintaining quality and efficiency.

Summer Intern- iCommunify   Palo Alto, California | May 2024- June 2024

- Coordinated marketing initiatives across 3 platforms, driving engagement and efficiency.
- Collaborated with 4 cross-functional teams to develop and implement 5+ cost-effective strategies within tight budgets.

Student Ambassador- Colledge   New York City, NY | April 2024- August 2024

- Engaged 100+ prospects weekly, increasing recruitment response rates by 30%.
- Organized feedback sessions and implemented innovative marketing strategies for lead conversion.

Intern- Airtel Store (Tele-communications)   Pune, India | January 2023 – May 2023

- Managed the entire store and served more than 1000 customers monthly.
- Worked with data visualization tool- Google Charts & Microsoft Power Bi

Human Resources Intern- Bharat Coking Coal Limited   Asansol, India | June 2022 – August 2023

- Conducted a 10-year analysis of manpower and CSR data, identifying key trends and improvement areas.
- Delivered strategic recommendations to senior executives, reducing delays in CSR project timelines by 3x.

Human Resources Intern- Bhumi Non-Profit Organization   Chennai, India | February 2023 – March 2023

- Collaborated with Senior Management to shortlist 50+ candidates and schedule 30+ interviews.
- Conducted research and compiled data on 5 benefit plans offered by Bhumi.
- Organized 3 orientation events, conducted 20+ exit interviews, and assisted in developing a 40-page employee handbook.

Education:

Graduate, University of New Haven, MBA   3.86/4.0 GPA West Haven, CT
Relevant Courses: Supply Chain Management, Business Analytics, Marketing, Leadership & Team Building, Economics, Power Bi and Dashboarding, Tableau, Corporate Finance and Sales Analytics.

Undergraduate, Dr. D.Y. Patil Vidyapeeth, Bachelor of Business Administration   7.44/8.00 GPA Pune, India | 2020-2023
Relevant Courses- Human Resource Management, Production Management, Industrial Psychology, Psychology in Business, Accounting, Business Ethics & Corporate Governance, Entrepreneurship Development, Business Law, Environmental Awareness.

Certifications

- Introduction to Generative AI - Art of the Possible by AWS Skill Builder (January 2025)
- Building a Generative AI-Ready Organization by AWS Skill Builder (January 2025)
- PMP Foundations (August 2024)
- Financial Markets by Yale University (September 2023)
- Fundamentals of Digital Marketing by Google Digital Garage (September 2023)
- Introduction to R by Data camp (August 2023)
- Leadership Skills and Business Management- Indian Institute of Management Ahmedabad, India (May 2023)
- Project Quality Management from Great Learning Academy (January 2023)
- Advance Business Analysis from Simplilearn (January 2023)
- Basic Business Analysis from Simplilearn (November 2022)
- Introduction to MS Excel from Simplilearn (March 2022)
- Introduction to Google Cloud Platform (March 2022)
- 2022 Complete Public Speaking Masterclass from Udemy (March 2022)
- AWS Services Fundamentals from Simplilearn (March 2022)
- Python Basics for Data Science from edX (June 2021)

Skills

- Technical: Microsoft Office Suite, Tableau, Power Bi, Advanced Excel, HubSpot, Salesforce CRM
- Core Competencies: Business Process Analysis, Client Engagement, Stakeholder
- Technical Skills: Proficient in PowerPoint, Word, R Programming Language, Tableau, Power Bi, Google Suite