

SHASHANK HEGDE

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SUMMARY

Shashank is problem solver and experienced analytics professional who specializes in building and managing business intelligence reporting and data analytics solutions to drive digital transformations. He has a proven track record of collaborating with cross-functional teams and effectively communicating findings to technical and non-technical audiences.

PROFESSIONAL EXPERIENCE

Nokia

Senior Business Intelligence Analyst

June 2019 – Present

- Implemented enterprise BI and reporting solutions that improved executive decision-making processes by 30%.
- Presented insights on key sales KPIs, proposed effective sales strategies that increased revenue growth by 11% YoY.
- Executed successful sales transformation programs, that drove strategic growth and boosted sales productivity by 20x.
- Led initiatives to improve reporting and analytical practices, saved over \$50,000 annually in cloud infrastructure costs.
- Surveyed key users, introduced new analytical capabilities, and promoted user adoption through training & demos.
- **Tools & Technologies:** Power-BI, Power-Query, DAX, Figma, Power-Point, SharePoint, SQL, Python, Jupyter Notebook, Azure Data Studio, Azure Synapse Analytics, Microsoft Forms, Azure SQL Server, Snowflake.

Business Systems Analyst

July 2017 – May 2019

- Automated manual tasks in sales operations using PowerApps, increased overall process efficiency by 20%.
- Owned Sales Pipeline Quality Index functionality and helped improve reporting accuracy by 35%.
- Developed and implemented sales incentive programs that increased revenue by 10%.
- Oversaw end-to-end dashboarding, score carding, and other reporting projects across global sales organization.
- Investigated and presented ETL/ELT issues to the development team, improved data flow efficacy by 22%.
- **Tools & Technologies:** PowerApps, SQL, Python, Jupyter Notebook, Power Automate, Azure Data Factory, Excel, Einstein Analytics, Salesforce CRM.

Business Analyst for Partners Intern

October 2016 – May 2017

- Developed and executed partner strategies that helped add over \$5M towards topline growth.
- Established partner performance tracking framework, improved visibility into partner selling performance.
- Increased on-time project delivery by 40% by monitoring partner projects and identifying areas for improvement.
- Conducted market research and analysis to identify new co-selling opportunities and market trends in IoT market space.
- Collaborated with cross-functional teams to develop partner-specific marketing and sales collateral.
- **Tools & Technologies:** Excel, Tableau Desktop, Salesforce CRM, Power-Point.

HCL Technologies Ltd

Senior Technical Analyst

May 2013 – July 2015

- Executed product roadmap and prioritized product backlog, resulting in a 25% increase in customer satisfaction.
- Increased customer retention by 15% by conducting user research and identifying customer needs and pain points.
- Conducted A/B testing and data analysis to optimize product performance and user experience.
- Created and documented test cases using HP-ALM and performance reports in accordance with PMO standards.
- Engaged with cross-functional teams to strategize complete launch timelines and monitor crucial milestones.
- **Tools & Technologies:** Jira, Excel, UML Diagrams, BMC Remedy, ServiceNow, Red-hat Enterprise Linux, Shell Scripting.

EDUCATION

The University of Texas at Dallas

August 2015 – May 2017

M.S., Information Technology & Management

Visvesvaraya Technological University

August 2008 – June 2012

B.E., Electronics & Communication Engineering

SKILLS

Functional Skills: *Data Analytics, Business Intelligence and Reporting, Product Backlog Management, System Architecture and Design, Financial Planning, Sales Operations and Planning, Project Management, Agile Scrum, Requirements Gathering.*

Additional Technical Skills: *NoSQL, MongoDB, Dynamics 365, VBA, JavaScript, SAP-Business Objects, HTML/CSS, Microsoft Visio, Apache Spark (PySpark), Matplotlib, Seaborn, AWS, Azure, GCP, PostgreSQL.*

CERTIFICATIONS

- Professional Scrum Product Owner (PSPO), Scrum.org.
- Professional Scrum Master (PSM), Scrum.org
- Power BI Data Analyst Associate, Microsoft Corp.
- SQL: Data Reporting and Analysis, Lynda.com

ADDITIONAL INFORMATION

Eligibility: Authorized to work for any employer in the US with employment visa sponsorship (H-1B).