
Experience and Profile

KPMG Global Services, Gurgaon

June 2016 - Present

- Part of the Business Modeling (Restructuring) Team where work includes leveraging Quantitative Business Modeling techniques, Data Analytics and Business Intelligence to solve business problems of different nature and various industrial sectors.
- Derive useful insights from Data and provide solutions using an innovative approach.
- Experience in R, MS Excel, Qlik Sense, Alteryx, PIG.

Major Projects

Working Capital Improvement of a global steel manufacturer (Qlik Sense, Alteryx)

Purchase to Pay and Order to Cash process improvement diagnostics to optimize the Working Capital of global steel company across geography and identify quick wins in the current Working Capital Cycle. The tasks included:

- Developing a set of Hypotheses to be tested for both Account Payables and Account Receivables transactional data.
- Understanding the current payment system, terms and processes of the client to test their compliance.
- Testing the developed hypotheses against the Payables and Receivables data to identify the opportunity and benefit.
- Preparing a detailed Dashboard to provide different views of the data and the underlying opportunity.

Inventory Management for a retail chain in UK (R, Excel)

Analyzed the weekly Sales Volume and Inventory position of a UK based retailer to provide various unseen insights about its Stock Keeping Units/Products. Involved identifying the dead and slow stock and creating strategies in order to reduce these inventory levels.

- Helping the client in Inventory management using the Selective Inventory Control analysis.
- Providing the client with a dashboard in Excel with various views of the data in different product categories.
- Identifying similar products which can be associated together in promotional schemes using Time Series Clustering.

Economic Profitability analysis for a multinational retailer (Qlik Sense)

Developed a detailed understanding of the full end-to-end costs incurred across the business. Reviewed and analyzed the Global Stores of a UK based retailer for their economic effectiveness and earnings. This involved:

- Identified Stores with declining Sales and Profit.
- Providing the client with different Scenarios/Cases to capture the effect of changing the various types of costs and Sales on the Store Profitability.
- Creating a dashboard to present numerous views of the Scenario analysis.

Automobile Insurance Claims Prediction (R)

The primary business problem involved predicting the probability of Automobile Insurance policy holders initiating a claim in the following year using the historical claims data. The tasks involved:

- Inspecting data for any inconsistencies and preparing it to implement various machine learning algorithms.
- Applying prediction algorithms and tuning the models.
- Selecting the best performing model using various validation methods.
- Commenting upon the efficiency of the best prediction model.

Commercial Bank Valuation (R, Shiny)

Developed a model to be used widely across teams, with a specific focus on valuation of the target commercial bank based on its short term financial projections to support potential investors and develop appropriate business strategies in order to meet certain financial objectives. It also assisted users to gain a picture of the historical performance of the target banks, based on which financial projections could be made after user-specific assumptions are imported.

Actuarial Systems Transformation (Hadoop, PIG)

Worked on Data Scripting of ETL process and Analysis of Change of Insurance Policies in Apache PIG to design a target-led model for a client's Actuarial Support system on a Hadoop Cluster. This involved:

- Improving Data Extraction and Validation scripts stability to decouple the shared resource inputs
- Optimizing the Validation Scripts to reduce the execution time and making them more maintainable
- Developing scripts to analyze the policy movements for any policy alterations/termination in order to explain the difference between actual and expected cash flows.

Peer and Historical Benchmarking (Qlik Sense, Excel)

Created a dashboard in Qlik Sense to benchmark a target company against its peers on a number of parameters like DSO, DPO, DIO, Working Capital and EBITDA margins to determine the current position of the target as compared to the competitors. The tool used Historical CapitalIQ data of a particular Industry.

Educational Qualification

MBA (Business Economics)	Department of Business Economics, University of Delhi	58.3%	2016
Bachelor of Technology (Computer Science)	Guru Gobind Singh Indraprastha University	76.3%	2014
XII	CBSE	85.8%	2009
X	CBSE	85.2%	2007

Trainings and Additional Details

- Awarded Rising Star award in March 2017 at KPMG Global Services.
- Summer Internship as an Analyst in Abzooba Inc from Jun'15 – Jul'15. Primary work involved building a framework and model for identifying and predicting particular diseases like colorectal cancer amongst client customers using claims data.
- Post Graduate Degree (MBA in Business Economics) with major fields as Quantitative Business Techniques and Finance.