Siddhant Sharma

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Work Experience

Engagement Lead, Tracxn Technologies, Bangalore   December, 2022 - Present

- Led a team in business analysis and data management and helped in improving data accuracy and timeliness
- Led requirement gathering sessions and facilitated seamless implementation through cross-functional collaboration. Identified market trends, new opportunities, and streamlined processes via extensive research.
- Enhanced customer experience by aligning technical solutions with business objectives in close coordination with the Product team
- Supported various teams in delivering data according to guidelines and deadlines, ensuring alignment with organisational objectives and client expectations.
- Instrumental in driving a 40% increase in client satisfaction through strategic initiatives, showcasing a commitment to delivering insights that meet and exceed client needs.

Manager Sector Specialist, Tracxn Technologies, Bangalore   June 2022 - December, 2022

- Oversaw and optimized sector-related operations and team performance. Led and managed a dedicated team, ensuring seamless coordination and achieving exceptional results in tracking market trends
- Communicated KPI reporting requirements and ensured accurate reporting processes to track and optimize data operations performance.
- Conducted in-depth research and analysis to uncover sector trends, potential growth sectors, and crucial insights, driving data-informed actions.
- Led team development, ensuring proper training, protocol adherence, and team motivation to maintain a high-performance culture.
- Created management reports on team performance and identified opportunities for improvement, fostering a culture of continuous enhancement and growth.

Senior Sector Specialist, Tracxn Technologies, Bangalore   April, 2021 - June, 2022

- Led a team of Sector Specialists in the Fintech industry, providing guidance and mentorship to foster their growth and professional development.
- Employed comprehensive secondary research methodologies to classify the Fintech industry into distinct sectors and sub-sectors, delivering valuable insights to clients and internal teams.
- Constructed detailed sector landscapes, enabling the identification of various business models in the Fintech sector, thus supporting clients with effective strategies significantly to the company's growth.

Relationship Manager, Tata AIG, Pune   Sep, 2020 - March, 2021

- Identified and categorized Tata AIG insurance products attached to mortgage loans from Axis Bank Retail Asset Centers in Maharashtra and ensured they were booked on a timely basis.
- Maintained, nurtured, and deepened relationships with Axis Bank Retail Assets center employees from Kharadi and Pimpri Branch.

Education

Symbiosis University of Applied Sciences	2018-20
MBA	

Acropolis Institute of Technology and Research	2013-17
Bachelors of Engineering	

Skills

- Tableau
- Python
- SQL
- Javascript
- Advanced Excel

- Google Sheets with App script