**Vishal Narsinghani**

30 years

vishal.narsinghani@gmail.com| 8779506293

Mumbai

**Summary**

Approx. 6 years of total work experience. PGDM [MBA] from IIM Trichy, 2015-17.

Working at Deloitte Consulting with experience in projects related to Business Intelligence, Financial transformation, Process Improvement & Intelligent Automation.

**Certifications**

* **Lean Six Sigma** Green Belt certified by KPMG.
* Certified by EduPristine on Financial Modelling using Excel.

**Skills**

|  |  |  |
| --- | --- | --- |
| * Process transformation * Robotics process automation (RPA) * Data Analytics | * Macro/Excel-VBA * Data-warehousing * Information Management | * Cost Reduction * Procure-to-pay (P2P) * Order-to-cash(O2C) |

**Work Experience**  *Apr 2017 – Till Date*

Deloitte Consulting LLP, Consultant

|  |
| --- |
| Key Responsibility Areas |
| * Business analysis - Defining requirements and scope, working with engineering organizations to identify high impact deliverable, prioritize and deliver to clients. * Identifying suitable candidates [process] for AI. Conduct requirements elicitation sessions from clients (leadership, C-suite and SMEs). Analyze, review and ensure the completeness of the business requirements. * Facilitate proof-of-concept, respond to RFPs and RFIs. |

Projects Undertaken

*Leisure Industry – Digital transformation through AI – Current project since Sep 2020*

* Prioritized and mobilized multiple AI processes (automation/virtual assistant/AI) with client teams; performed suitability checks to identify candidates for AI implementation. Created business case and identified 6 opportunities related to *O2C* process for chat bot implementation, leading to an overall savings of $1.7M-$3.7M. Developed business case for automation of *O2C* processes: sales contract upgrade; order validation/allocation.
* Identified suitable candidate for automation of a *P2P* process i.e. repurchase document generation leading to savings for 1 FTE and saving cost costs of $20K through timely generation of lease renewal documents.

*Power Client, USA - Financial transformation*

* Performed process re-engineering of journal entries/lease accounting across 39 ERPs to enable automation.
* Eliminated a silo within the accounting department by redesigning a monthly process: reconciliation of topside entry.
* These implementations eliminated coordination effort between 4 business teams by 95%, improved data quality by 5 times, saved overall 2 FTEs.

*Waste Management Company – Change Management*

* Worked on transforming *O2C* process by upgrading delivery model: centralizing process for policy making and implementing master data management.
* Vishal was a part of Training and Communications campaign to drive documentation of future state processes; conduct client workshops and perform readiness assessment. This role focussed on the people aspect of financial transformation.

*HealthCare client, USA – Financial transformation*

* Worked as process analyst for requirement gathering, development (RPA) and documentation of *P2P* processes like BPA purchase requisition to purchase order process, invoice validation and payment dispatch.
* Also, drove Sales Tax Audit Invoice Pulling process to automate extraction of requested invoices and free up resource time for value added activities.

*Pharma Conglomerate, Japan – Change Management (RPA COE)*

* Enabled a life science client to build AI COE.  
  Worked as a BA in a change management team to orient a group of resources to establish an AI COE.

*Pharma Conglomerate, Japan – Information Management for Clinical Trials*

* Implemented data streamlining and analytics for pharma client in alignment with CDISC standards mandated by FDA regulations. Lead analytics driven assignment to identify exceptional respondents of clinical therapies and develop insights using non-therapeutic factors.

The project required heavy usage of technology: SQL, ETL (Information Management), RDBMS, Tableau.

*Internal Assignments*

* Other assignments: Go-to-Market strategy for Deloitte USI in blockchain sector.
* Learning resource development for Revenue Recognition standards IFRS 15.
* Facilitated a sales initiative: development of O2C simulation using RPA.
* Conducted internal trainings on VBA-Macros with focus on Data processing, reporting and simulation development.
* Worked with internal RPA COE to setup practices and streamline automation process data extraction.
* Currently building a reporting solution which will enable leadership to track utilization of Managed services team to derive insights about the daily tasks performed.

Work Experience Oct 2011 – June 2015 (45 Months)

Accenture Services Pvt. Ltd., Software Engineering Analyst & Tata Consultancy Services, Systems Engineer

|  |
| --- |
| Key Responsibility Areas |
| * To deliver technology solutions as a part of Business Intelligence team for insurance client by building data-warehouse, developing data flow procedures and designing reports [BO]. * Work in Agile environment to deliver high quality codes. |

Projects Undertaken

*Zurich Financial Services – Information management*

* Involved in digital transformation by implementation of global claims processing system transformation resulting in enhanced customer experience through faster turnaround time. Primary technologies used for building data warehouse: Informatica PowerCenter, SQL Server, Tableau.
* Conceptualize and implement various Enhancements and Continuous Improvements involving Informatica tool and Oracle Database and scheduling tool development. Supporting error free processing for invoice data and accounting data from multiple servers/dbs to OBIEE platform (reporting).

Summer Internship – Flextronics Pvt. Ltd. Mar 2016 – June 2016 (2 Months)

* Worked on Torque Analysis - a *Predictive Analytics* project to predict erroneous fitting of a screw on a device. Samples of torque, time & angle data, recorded from each fitting of screws utilized to generate a model that improved assembly efficiency leading to cost savings of 1.31%.

**Academic Qualifications**

|  |  |  |
| --- | --- | --- |
| **Degree** | **Year** | **Institute, University/ Board** |
| PGPM | 2017 | Indian Institute of Management (**IIM**), Tiruchirappalli |
| B. E *(ECE)* | 2011 | Thadomal Shahani Engg. College, Mumbai |
| H.S.C | 2007 | R. D. National College, Mumbai |
| S.S.C | 2005 | Dr. S. R. Vidyalaya, Mumbai |

Subjects undertaken during PGDM

Behavioural Finance, Corporate Finance, Investment Portfolio Management, Management of Banking/Financial Institutions, Management Accounting, Decision Analysis, Quantitative Methods