**Vishal Narsinghani**

30 years

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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 Financial transformation, Process Improvement, Business Intelligence & Intelligent Automation.

**Certifications**

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

**Skills**

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| * Process transformation * Robotics process automation (RPA) * Data Analytics | * Macro/Excel-VBA * Data-warehousing * Information Management | * Cost Reduction * BluePrism/UiPath/AA |

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

Deloitte Consulting LLP, Consultant

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| 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 automation/conversation-AI/machine-learning. 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 RPA automation (Blue Prism). Created business case and identified 6 opportunities for chat bot implementation, leading to an overall savings of $1.7M-$3.7M. Drove 6 RPA (Blue Prism) processes related to IT-Compliance, Finance and Operations and delivered to completion with a team of 8, leading to overall savings of 12-15 FTEs.
* Lead processes (BPR and automation) for a leisure company post M&A to integrate of user accounts to the parent firm. Streamlined reporting of final reservations; and booking vs. reservation gap to leadership. Discovered AI opportunities and drove processes end-to-end for IT compliance, internal finance processes.

*Power Client, USA - Financial transformation*

* Improved quality by 5x and brought down co-ordination effort by 95% for a Power conglomerate.  
  Performed process re-engineering of journal entries/lease accounting (R2R) for a power company across all its 36 ERPs to enable automation. This implementation eliminated coordination effort between 4 business teams.
* Acted as business analyst for an automation (RPA - UIPath) by re-engineering process of topside entry reconciliation with sub-ledger.

*Waste Management Company – Change Management*

* Worked on transformation of traditional CRM processes to technology driven enterprise approach with an objective to resolve customer experience issues arising due to lack of data management; lack of data governance and standardization through business process management (BPM).
* Performed stakeholder analysis, impact analysis, and readiness assessment to drive Training and Communications campaign for client organization.

*HealthCare client, USA – Financial transformation*

* Involved in end-to-end business process re-engineering and automation of manual purchase requisition to purchase order process. Worked on requirement gathering, development (RPA) and documentation.
* Worked as process analyst for automation of invoice validation and payment dispatch of P2P process. Furthermore, a process to assist invoice audit was re-engineered and automated.

*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.
* Drove development of a prototype for O2C automation through RPA (AA).
* 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

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| 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**

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| **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