

SUMMARY: Business professional with 8+ years of experience in delivering customized tactical solutions and models aimed for better decision making. Passionate about modelling and data analytics projects using MS Excel, MS Access and VBA primarily to create innovative solutions.

## **WORK EXPERIENCE**

### **KPMG, Gurgaon, India**

**Senior Consultant (AM) –Risk Consulting (Modelling): Advising Fortune 1000 clients in their key business decisions using business planning and analysis techniques - July 2015 - Present**

#### **Model Build and Review:**

- ✓ Building fast-track bespoke solutions that offer the client flexible reporting, immediate business benefits and key user functionality at a fraction of the time and cost of larger, more cumbersome enterprise-wide solutions
- ✓ Data analysis capture, extraction, validation, mapping and transformation, building high-profile dash-board style tactical client solutions and models ranging from simple excel spreadsheets to complex menu-driven application
- ✓ Multiple VBA Model reviews in Healthcare, Oil& Gas, and Infra projects

#### **Project and Team management:**

- ✓ Leading through project cycle, project-planning, operational analysis, development of strategic insights
- ✓ Recruitment and coaching of team members

#### **Business Development:**

- ✓ Build and manage the relationship and interface with international KPMG professionals
- ✓ Present service offerings and win more projects for the firm

### **WNS Global Services - (Healthcare) London, UK; Gurgaon, India; London**

**Deputy Manager, Knowledge Centre – Global Pharma Company  
Supporting the client in Business Intelligence, Pricing - Sep 2008 – July 2015**

#### **Model Build and Analysis Development:**

- ✓ Worked with the Commercial Heads in designing and launch of Commercial Management Dashboard for performance review by the senior management of Local Operating Units for the £ multi-billion portfolio
- ✓ Conceptualization of complex projects to build analytical monitors, dashboards, tools and presentations based on MS Excel, VBA, MS Access providing high-end business insight to our client
- ✓ Created and managed business reports and analysis of product lines for business review at Executive meetings at the corporate level for £ multi-billion portfolio
- ✓ Monitor and track the performance of different brands over a period of time. Also, compare and position the performance of our brands vis-a-vis competitors. Identify the key trends in markets and key drivers affecting the sales in any market
- ✓ Nominated (among 500 resources) and championed the quality initiative headed by Commercial Director (client)
- ✓ Pricing Secondment at client Headquarter in London: Competitive landscaping, price sensitivity, Price Volume analysis and price point analysis projects for 6 Months in UK.
- ✓ Develop different solutions using different tools aiding in development of strategies from untapped opportunities leading to successful brand/ product launches. Identify key drivers leading to sales maximization and providing actionable insights using these drivers (competitive landscape, market trend etc.)
- ✓ Developed Launch Sequencing model for EMAP and Europe
- ✓ Exposed to numerous industry-standard data sources such as IMS Health, IMS Midas, IMS Rapier, IMS Dataview & In Market Sales
- ✓ End to end handling of projects from understanding requests, scoping, prioritizing, creating, providing timelines and delivering results that meet objectives and high quality standards
- ✓ Accountable for high-end data analysis and interpretation to create and modify complex excel/access based reports
- ✓ Industry and Competitive Analysis for major therapy areas at multiple levels of ATCs, molecules and products for various KPIs-Value Sales, Volume Sales, SU, CU, Market Share, Evolution Index, Penetration Index, SoV, DoT, Variance etc. Conduct regular competitive analysis on the best practices of key competitors
- ✓ Reducing the effort input by process automation and eliminating NVA (Non Value Add tasks). Respond to Ad-Hoc requests from clients to support daily needs for analysis and reports that can support key team reviews.

#### **Team development and Client management:**

- ✓ Driving Quality management process and sharing best practices across teams
- ✓ Recruitment, Mentoring and evaluating performance of the team
- ✓ Prioritizing and planning work activities, managing time efficiently
- ✓ Showcasing key projects for Business development
- ✓ Managing customer relationship and supporting clients in UK and Asia - Pacific Region
- ✓ Expertise in Advanced MS Office-Excel & MS Access using Macros/Visual Basic Codes and SQL

**Achievements:**

- ✓ Won the Client Impact award at WNS Research and Analytics in 2010
- ✓ Received the award for Performance Excellence in 2012 at WNS
- ✓ Earl of KC award in 2014

**Aegis Limited Gurgaon - Aug 2005 – Sep 2008****MIS Specialist**

- ✓ Coordinate in the preparation and review of management reports
- ✓ Assisted the senior business management community in business analysis
- ✓ Responsible for all delivery of Analysis, Planning & Budgeting, Quarterly Reviews and other business management activities.
- ✓ Supporting and maintaining KPI reporting for the team of 500 employees in Call Centres located across domestic and international locations. Some of key metrics include analysts' performance & productivity measures, queue penetration, scheduling and financial impact
- ✓ Incentive and Bonus calculation for one of the processes

**TECHNICAL/DATABASES SKILLS**

Technical:

MS Excel (Advanced), MS Access, MS Word and MS PowerPoint, VBA, SQL, QlikView (Basic), SQL Server (Basic)

Databases:

Pharma: IMS PLUS, IMS DataView, IMS MIDAS, IMS Rapier, SAP BW

**EDUCATION**

- ✓ Symbiosis School of Distance Learning, Pune, Post Graduate diploma in Business Administration –Finance (Distance Programme) 2007-2009
- ✓ Symbiosis School of Distance Learning, Pune, Post Graduate diploma in Business Administration –Information Technology (Distance Programme) 2004-2006
- ✓ Guru Nanak Dev University, Amritsar, Bachelors of Computer Sciences- Honors (Information Technology) (Full Time Programme) - 2001-2004
- ✓ Bal Bharati Public School, Pitampura - (C.B.S.E) 1988 -2001

**OTHER DETAILS**

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