Ankit Kumar Agrawal
Management Consultant / Business Analyst

agrawal.ankit1295@gmail.com
Ph. +91-7870760367
LinkedIn | Github

Consultant/ Lead with extensive experience in managing multi-million dollar analytical programs and leading teams to deliver high-quality, impactful, and analytically driven solutions for top biopharma companies. Proficient in analytical tools, product launch planning, market assessment, and field force assessment.

WORK EXPERIENCE

ZS Associates Private Limited   June 2019 –Present

Consultant- Decision Analytics / Lead Analyst   *June 2024 - Present*
- Delivering multiple claims analytics projects as a strategic thought partner; mentoring a team of 10+ Associates and Associate Consultants
- Drafted 4 proposals that secured $1.3M in projects & long-term partnership; managed client communications by visiting onsite locations and supported future account and team planning with the senior leadership
- Led a mass market expansion project, identifying key opportunities for $0.5B drug; guided the team in developing an interactive Tableau tool for potential clinical trial site identification and payer data analysis

Associate Consultant / Senior Business Analyst   *Jan 2021 - June 2024*
- Developed Tableau-based tools utilising extensive claims data across 60+ indications and 6 disease areas, cutting project turnaround time by 90% and contributing to a $1.5+ billion drug licensing deal
- Directed the BD&L team in a critical go/no-go asset acquisition decision by evaluating market opportunities, risks, and benefits using claims data under tight deadlines, saving $2B
- Designed an optimal field team structure and innovative roles for EMEA market expansion, collaborating with leaders from 8+ countries in a multi-drug portfolio company
- Created a visual tool for real-time KPI tracking and territory management, reducing effort and cost by 75% with a team of 4 associates while conducting regular client working sessions

Associate / Business Analyst   *Jun 2019 - Dec 2021*
- Executed multiple salesforce assessment and territory design exercise for multi-indication field team of large biopharma companies
- Worked on MSL field engagement data with the real-time survey response analysis for the R&D team
- Executed in-depth assessments of competitive positioning and customer engagement metrics for Neurology, Cardiovascular, and Oncology MSL teams;, enhancing team performance and net promoter score by 1.5x

ProYuga Advanced Technologies Limited   May 2018 – June 2018
Business Development Intern
- Identified & pursued B2B clients, resulting in a 20% increase in potential business partnerships for iB-cricket – VR based cricket game
- Created and presented detailed proposals to potential B2B clients, highlighting the unique features and benefits

EDUCATION   2015 – 2019
Birla Institute of Technology, Mesra, Ranchi
Bachelor of Engineering (B.E.)

REWARDS/ RECOGNITION
- Developed personal website missingpalette.com, securing 2 art sponsors and 15+ international clients
- Received the Jharkhand Foundation Citizen Honour in 2016 for contributions to art and social service
- Published a review paper on 'Global Storm Water Management,' focusing on urban flooding issues

LEADERSHIP & INVOLVEMENT
- Led a team of 5 to All India ZS Associates Business Case Challenge 2018, securing pre-placement offers
- Founded HACK-A-BIT, East India's largest student hackathon with 1,400+ participants
- Served as student body leader for Art Society & IET On Campus, overseeing socio-cultural and tech events
- Conducted 12+ art, 4+ technical, and 5+ soft skill workshops with 500+ participants

SKILLS
Technical: Advance analytics, Data Visualisation using Tableau, Territory designer, MS Suite, SQL basics, Profitability modelling, Market Research
Soft: Critical Thinking, Strategic Planning, Project & Program Management, Storyboarding, Stakeholder management, PLD analytics, payer assessment, client communication, Customer Journey