

SUMMARY

Experienced professional with a very strong values, effective communication abilities and capability to manage multiple responsibilities while delivering high quality impactful and analytically driven solution. Worked with more than 15 clients while supporting multi-million-dollar drug launch & leading 10+ people on various projects.

WORK EXPERIENCE

- ZS Associates Private Limited** *(June 2019 – Present)*
Decision Analytics Associate Consultant- Business Consulting Group
 - Led salesforce segmentation, targeting, & comprehensive call planning including more than 2 drug launches
 - Collaborated with experts while leading more than 15 associates and delivered high impact data-driven projects
 - Developed user-friendly tableau-based tools utilizing extensive claims data for 60+ indications and 6 disease areas, leading to a 90% reduction in project turnaround time & impacting licensing the drug for \$1.5+ B
 - Designed a visual tool for real-time KPI tracking, & territory management reducing effort and cost by 75%
 - Delivered more than 5 market research and claims data-driven projects to identify acquisition opportunities
 - Trained & onboarded 15+ associates across analytics & market research tools
- 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
- Building Construction Department, Jharkhand** *(Dec 2017 – Jan 2018)*
Site Engineer Intern
 - Assisted in organizing and conducting regular site inspections, resulting in maintaining strict adherence to project schedule for the 'New Vidhan Sabha Complex'

EDUCATION

- Bachelor of Engineering (B.E.) - *Birla Institute of Technology, Mesra, Ranchi (July 2015 – May 2019)*
- Intermediate - *D.A.V. Public School, Hehal, Ranchi (April 2012 – May 2014)*

PROJECTS/ AWARDS

- Personal Art website- missingpalette.com which helped secure 2 art sponsors & 5+ international clients
- Felicitated with Jharkhand Foundation Citizen Honor – 2016 for contribution in Art & social-service
- Published review paper on 'Global Storm Water Management' highlighting issues on urban flooding
- Undertaken certified course on Linux & Networking & supported the web team to effectively design websites for university fests

LEADERSHIP EXPERIENCE

- Led the team of 5 to finals of All India ZS Associates Business Case Challenge-2018
- Founder of HACK-A-BIT - East India's Largest Students' Hackathon with 1400+ participation and winning sponsorships from 30+ organizations
- Awarded at National, State, district and various intermediate levels for painting, 10+ exhibitions
- Student body leader of Art Society & IET On Campus, Socio-cultural & Tech fest
- Conducted 7+ art, 4+ technical & 2 soft skill development workshops with a participation of 500+ students

SKILLS

Advance analytics, Data Visualization – Tableau, Microsoft PowerPoint, Web Services (AWS), Microsoft Excel, SQL basics, Profitability modeling, Field resource assessment, Leadership, Market Research & People Management