

STUDENT CODE: KM124324104

Offshore Manager

ABOUT ME

An accomplished professional with a Master of Economics and financial analysis equipped with a diverse skill set and passion for driving business growth. Possessing 12+ years of hands-on experience in Data and sales operation, where I successfully managed sales operations, facilitated strategic planning, implemented effective marketing strategies, and meticulously maintained and developed financial records to boost excellence and contribute to organizational success.

WORK EXPERIENCE

Deputy Manager (Offshore Account Manager), HCL Technology

Feb 2020 – Dec 2022

- Implemented process improvements and managed all billing & invoice-related activities for revenue recognition and DSO handling.
- Managed end-to-end commercial and contractual aspects of the accounts to improve overall account profitability and prepare financial planning and analysis activities, including budgeting, forecasting, etc., and special reports like – Trend and variance analysis for high-level visibility.
- Coordination of vendors to prepare the Global Asset & Master Service Agreements for the asset transfer and also managed end-to-end commercial and contractual aspects of the accounts & improved overall account profitability and managed financial planning and analysis activities, including budgeting, forecasting, etc.

Manager Data Analyst, Images Multimedia Pvt Ltd

July 2015 – Feb 2020

- Led the project on building databases and user-friendly interfaces in MS Excel & Salesforce.com
- Developed a tool to sync the sales, IT & Finance in one environment using salesforce.com.
- Document & deliver actionable insight to the management & stakeholders by using various reports like – root cause analysis, sales pipeline analysis, Forecasting, and trend analysis

Group Assistant, Microsoft Corporation

Oct 2012 – Nov 2014

- Analyzed the Pipeline of sales improvement in the online advertising process for the SEA region.
- Prepared monthly financial reports and dashboards to track key performance indicators and monitor budget adherence.
- Develop the reports for Forecasting, Trend & Pipeline analysis of the Sales team

Business Analyst, Oracle India Pvt Ltd

Oct 2010 – Sep 2012

- Gather and analyze data from different sources like – Siebel, One source, and other customized tools.
- Data collection, validation, and entry to support data modeling and forecasting activities.
- Conducted research and analysis to support decision-making and strategic planning initiatives.

EDUCATION

eMasters Degree in Economics Finance and Data Analysis

2024

Indian Institute of Technology (IIT), Kanpur, India

MBA

2008-2010

International Institute of Planning Management (IIPM), New Delhi, India

Bachelor of Engineering University Of Rajasthan, Rajasthan, India	2001-2005
Class 12 SJ Inter College, Agra	2000
Class 10 SVM Inter College, Muzaffarnagar	1997

CERTIFICATIONS

• E-CRM, BHEL Haridwar (India)	2019
• AI In Marketing, IIT Roorkee, NPTEL	2024

TRAINING/ PROJECTS

• Global Opportunities & Threat Analysis (GOTA)	Apr 2009 – June 2009
• Summer Internship at BHEL Haridwar	June 2004 – Aug 2004

SKILLS

- Sales Optimization Data Modeling
- Data Modeling and presentation

INTEREST

- Traveling
- Reading Books.

PERSONAL PROFILE

- **AGE:** 42 years (as of 18Aug, 2024)
- **Languages Known:** English & Hindi
- **Gender:** Male
- **Nationality:** Indian
- **Marital Status:** Married
- **Annual Current Salary Range (In Lakhs):** NA