SAMRIDDH MAURYA

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Management Consultant, PwC India | Lean Six Sigma Green Belt | Certified Business Analyst

PROFESSIONAL SUMMARY

MBA graduate with Majors in Operations, IT & Analytics and Marketing from IIM Raipur. With a proven track record in driving organizational transformation and data-driven decision-making, I have played a pivotal role in optimizing processes and delivering innovative solutions. From procurement and finance to business analytics my expertise extends to business intelligence tools, process optimization, and strategic thinking, all of which have contributed to my successful career

SKILLS

- <u>Tools</u>: Qliksense, Qlikview, Qlik N- Printing, Power BI, Tableau, Alteryx, Google Analytics, R-Studio, JIRA, MS Visio & Office
- <u>Product Management</u>: Product roadmap, Go-to market strategy, Agile methodology, PDLC, AB testing
- <u>Digital Transformation</u>, P2P (Procure to Pay), O2C (Order to Cash), ETL, DBMS, Business Analysis, SAP Basics
- <u>Languages</u>: SQL, R

WORK EXPERIENCE

ASSOCIATE MANAGEMENT CONSULTANT   Jun 2023- Present
PriceWaterhouseCoopers (PwC) Services LLP, Gurugram
- Defined **financial** and **operational KPIs** for a leading logistics company to enable effective performance tracking by ~30%
- Performed **maturity assessments** of existing job profiles to **strategize** about new role introductions & job scope revisions
- **Optimized costing & budgeting exercises** of a manufacturing company to reduce the filling and analysis time by ~23%
- Achieved ~40% increase in efficiencies through **finance process transformation** of **P2P (Procure to Pay)** & **O2C (Order to Cash)** tracks for a leading textile & steel manufacturer
- **Designed a GCC** by conducting comprehensive **as-is process assessments**, **candidacy analysis**, and **process re-engineering** based on industry best practices, resulting in ~27% optimization of manpower efficiency
- Aiding in **business development** for the firm by designing marketing collaterals, market analysis for 10+ customers

SENIOR ANALYST   Oct 2018- Jun 2021
Polestar Solutions & Services India Pvt. Ltd., Noida
- Spearheaded end-to-end deployment of automated dashboards using BI tools namely **QlikSense, QlikView** & **Qlik N-Printing** for **10+ clients** to provide insights by identifying key metrics / KPIs across domains
- Assisted smooth **adoption and migration** of clients' **100+ existing reports** to qlik powered BI tools
- Accelerated data analyzing process by **60%** to deliver fast, accurate and insightful BI dashboards using **ETL architecture**
- Brainstormed areas of **inventory management** and **supply chain analytics** with 30+ team collaboration
- Examined market trends and utilized **predictive analytics** to project sales and growth with an accuracy rate of **90+%**
- Utilized **RFM analysis** and **customer analytics** to enhance marketing strategies and efficiently engage valuable customers
- Increased client's revenue by **25 Cr+** in **18 months** by enhancing decision making through data analytics technique

BUSINESS ANALYST- PRODUCT   Jun 2018- Sep 2018
TurningCloud Solutions, Gurugram
- Designed & developed **technical documents**, **workflow charts** and performed business level testing
- Created customer journey & **proposed UI improvements** & **4 additional metrics** to track for deriving better insights
- Drove test strategy, built domain expertise, trained **10+ engineers**, and delivered in sprints before the scheduled deadline
- **Led 7 supply chain projects to** provide solutions by adopting our **supply chain tracking CRM**
- Crafted a **product go-to-market strategy**, laying the groundwork for customer's satisfaction and market expansion

EDUCATIONAL QUALIFICATIONS

MBA (Ops, Marketing, IT & Analytics)	Indian Institute of Management (IIM), Raipur	2021-23	76.48%
B. Tech	Delhi Technological University (formerly DCE)	2014-18	68.85%
Class XII, CBSE Board	Greenway Modern Sr. Sec. School, Delhi	2014	83.00%
Class X, CBSE Board	Greenway Modern Sr. Sec. School, Delhi	2012	93.10%

INTERNSHIPS

GENERAL MANAGEMENT- ANALYTICS   Apr 2022 – Jun 2022
Bharat Petroleum Limited (BPCL), Mumbai
- Analysed the **Primary / Secondary Logistics Costs** and **Inventory Management** of High-Speed Diesel (HSD) and Motor Spirit (MS) using **data analytics** and **qliksense dashboards**
- Identified possible monetary benefits worth ₹ **5.6 Crores** by optimizing Plant - RO logistics mapping

SUPPLY CHAIN ANALYTICS   Jan 2023 – Mar 2023
Gilbarco- Veeder Root, Mumbai (Remote)
- The project aimed at **developing a new operational model** for mapping engineers to Retail Outlets and spare level mapping of fixed assets like service centres / warehouses

PROJECTS & TRAININGS

PRODUCT TRAINEE   Dec 2016 – Jan 2017
Friends Color Images Pvt. Ltd., Noida
- Created **Product Development roadmap** and conducted **A/B Testing** of their in-house features
- Utilized user feedback, **proposed** and **tweaked 5 UI enhancements** to reduce client's pain points and queries

CERTIFICATIONS

- Acquired **Qlik Sense Business Analyst Certification** to generate managerial insights & interactive dashboards
- Earned **Green Belt in Lean Six Sigma** authorized by KPMG on RCA and continuous improvement
- Gained Knowledge on Data Manipulation in DBMS through **SQL for Data Science** Certification by UCLA
- Learned Dashboard Design and Data Analysis from **Power BI Analyst Certification** by Phoenix Global
- Acquainted with **Agile- Methodology for Project Management** through Entry- Level Scrum Certification

AWARDS & ACHIEVEMENTS

- Awarded as **Above & Beyond Employee** for project excellence at PwC India (2024)
- **World Rank 8 (India Rank 1)**- Microsoft Excel Collegiate Challenge by Eller College, Arizona University (2022)
- **National Semi-Finalist** (450+ teams)- **GSK ECube: A Business Strategy Competition** (2022)
- **Achieved 3rd position** (40+ teams)- **National School Games** in Netball by SGFI (2013)
- **Achieved 3rd position** (40+ teams)- **Tug-of-war National Championship** by TWFI (2012)
- **Honored 1st position** (50+ teams)- **Delhi State Netball Championship** by Delhi Netball Association (2011)

EXTRACURRICULAR ACTIVITIES

PoR	Coordinator of Analytics & Systems Club (Anasys) at IIM Raipur (2021-23) - Organized **10 national-level events**, an average of **500+ registrations** - Conducted 2 inter college workshops with average **footfall of 170** - Launched the club's 1st national level fest with **1300+ registrations** & avg. reach **40,000/Event** - Attained ₹ **20,000** and courses worth **2 Lakh+** by collaborating with **5 corporate sponsors** - Introduced **2 new social media campaigns** with **57 multimedia posts** for technical awareness
Interests	- Fitness/wellness enthusiast, Teaching and Philanthropic Activities, Enthusiastic about cricket, basketball, football