Manjunath G

Sales Analyst – NetApp India Pvt Ltd

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Education

Bachelor of Commerce
2007
Bangalore University

Experience

Over 12 years of professional experience

Over 8 years in Sales data operations role

LinkedIn:
https://www.linkedin.com/in/manjunath-g-bb38b223/

Professional skills

- Sales Operations
- Data mining & Analysis
- Marketing Operations
- Campaign Management
- SQL
- Visualization tools
- Business Analytics
- Team Management

Tools

SQL, Tableau, BI, SFDC, Ascend, Eloqua, Sales Navigator (LinkedIn), MS Office Tools

⇒ Certifications

Data Scientist – Intellipaat (Pursuing)

Other external Learning paths:
LinkedIn Learning, Udemy, NetApp Learning

⇒ Professional Snapshot

- Data-driven and action-oriented analyst with close to 6 years of experience in interpreting and analyzing data to drive growth in diversified industry verticals. Ability to translate analysis and insights into actionable recommendations and experience of working with database and visualization tools like MYSQL, Tableau, EBI.

- Proficient in managing Global clients', possessing good business knowledge of Sales operations and marketing project management. Strong skills in team management and cross functional collaboration.

⇒ Professional Journey

Sales Analyst – NetApp India Pvt Ltd (**May 2015 to April 2023**)

Providing timely and accurate data transactional support to NetApp's Sales & Marketing teams to achieve better business outcomes.

Most recent project worked: Cloud Business support
- Responsible to resolve the queries raised by end users of different Cloud KPI dashboards published through Tableau by a team of developers.
- Supporting the Tableau dashboard developers in the data issues identified in backend data and fix the same working with IT team
- Gathering requirements from the developers on the backend data requirements and engage with IT team to get the new fields or update existing fields in the database.
- Perform UAT testing and provide Signoff to IT to push the backend data updates performed to production.

Other projects: Sales and marketing operations
- Supporting the Sales organization with various projects like Company Hierarchy management, account assignments to sales representatives, and other data analysis and interpretation support
- Good understanding of Sales and marketing process right from Lead life cycle to closing the deal with customers through direct and indirect selling (channel partners)
- Managing 5 projects as a team lead and effectively delegating the task, documentation, issue resolution, decision making, training, hiring etc.,
- Built solid relationship with all Sales ops program managers from EMEA and acting as a support team in revenue generation.
- Gathered end to end business requirements and business rules for the projects from key decision makers and acting as a POC for queries and escalations.
- Analyzing raw data, data cleansing & transforming using SQL, Excel, Tableau, drawing conclusions & providing recommendations
- Extracting customized reports using SQL and using visualization tools Excel, BI, Tableau
- Database queries in SQL server - Joins, Case statements, where conditions, update, insert, unions, Group by, creating tables etc.
- Insightful customer profile creation for B2B Marketing to provide the sales team upfront information before the sales pitch in.
- Analyzing the lead lifecycle to understand the conversion rates through each stage and guiding the team to prevent sales leads from falling through the cracks.
- Collaborating with the marketing team to enable decision support and key customer insights through data analysis and data exploration

Data Analyst – VMware India Pvt Ltd (Payroll of Concentrix Technologies)
May 2012 – December 2014

- Supported in different Sales and Marketing projects in analyzing raw data, transforming into meaningful outputs, data cleansing.
- Providing Business approvals for high revenue sales accounts based on detailed analysis of the customer.
- Creating scheduled SFDC Reports by Segment (Enterprise, Commercial, Midmarket, SLED, Global and Federal) Vertical, Industry type, Territory
- Assist with project implementation and control monitoring process related to quality assurance (QA) and user assisted testing (UAT).
- Uploading leads to Eloqua using excel templates, uploading contacts to Salesforce using HTML.
- Creation of Group Smart List, Group List & Segmentations to target the right audience.

Audit Associate – KPMG (Payroll of OPI- acquired by EXL service)
Sep 2010 – Feb 2012

- Worked as Audit Associate for client KPMG and engaged in analyzing the financial data provided by the Client
- Auditing the Financial statements published yearly, quarterly by US companies
- Financial numbers validation against the reports published on the SEC website.
- Promoted to be part of a Quality assurance team within 1 year and took additional responsibilities
- Active Team player in learning the new processes, documenting, training the new joiners
- POC for Error rectifications and escalations
- During quarter end, Mid-year and year end extend the support for up to 60 hours in a week to fulfill the business needs
- Preparing team deliverable and reporting to management using Excel pivot report functions

Finance Associate – IBM Daksh (Client- Unilever)
April 2008 – June 2010

- Part of Account payable team – responsibility of processing Payments to vendors for raw materials purchased by Unilever
- Analyzing the invoices and applying the concept of 2 ways matching (goods receipt per invoice, Report per SAP of the Goods Receipt) and processing the payments.
- Excel, SAP, invoicing tools used for processing payments
- Started carrier at IBM for a Banking client- Lloyds Bank and further got opportunity to work for client- Unilever.
- Achieved 100% accuracy for 5 months consecutively, which was a record amongst a team of 60 executives.
- Identified fraudulent transactions and saved up to £1,400 (approx. 1,40,000 INR)