

Himanshu Mahadik

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Work Experience

Strategy & Operations Consultant

SAP - Palo Alto, CA

February 2019 to Present

- Shrewdly identified trends & patterns, inculcating industrywide data (Bloomberg, Factiva, Dow Jones, Nasdaq, S&P500, Russel2000) with SAP COPA data, using data-driven approach, creating internal database Scoring-System for probabilistic scoring, upselling and cross selling, competitive benchmarking to drive KPIs and convert \$10 million deal by calculating 'Marketing Spend Vs Revenue', IRR, ROI, NPV, gross profit & pay back periods and presenting it to pre-Sales, Operations, field and Marketing teams
- Strategically contributed and presented to VP, Directors & senior execs in QBR/Quarterly Sales Pipeline, refining and recommending focused targets by researching data, performing financial & competitive analysis, using market and industry taxonomy to plan growth of bookings/revenues by market share
- Conducted critical strategic data-driven analysis, building tools, measuring success, using data modeling on customer datasets, creating dashboards for 'Cloud Enterprise application' customers, performing customer market basket analysis, industry segmentation, pricing strategy, creating 'marketing analyzer' for competitive intelligence and emerging markets for developing strategic direction
- Designed robust go-to-market strategies and revenue model projections in Excel (Pivot Tables, V-Lookups) through extensive data analysis, converting data into meaningful insights and recommendations for clients and internal teams

Data Analyst

Electronic Arts - San Francisco, CA

September 2018 to December 2018

- Crafted SQL queries, extracting data from DB, cleansing, preparing and validating large data sets (millions of rows) to design "Tableau data visualizations": created an analytical Prototype for Madden 19 for below Core player Metrics, increasing average Sessions played by 18%
- Creatively performed 'email impact analysis', translating data into trends with strategic importance and evaluating valuable business impact, increasing average spend (\$) by 19%
- Collaborated and presented data across data science, product, marketing & analytics teams
- Analyzed "player-first" strategies looking at EA's CPM (Core Player Metrics): Entitlements, Average Sessions, Average Spend, NPS and how they affect EA's KPIs (AERMO)

Product Analyst

AECOM - San Francisco, CA

January 2018 to April 2018

- Performed product analytics, financial modeling in excel, calculating ROI, IRR, NPV and projecting costs and revenue streams thus creating financial plans and valuations for new go-to market project
- Performed strategic competitor analysis, SWOT by applying Porters five forces analysis, risk assessment, evaluating marketing & operational plans
- Crafted business plan for new go-to-market project by analyzing its products and services

APICS International Supply Chain
October 2017 to March 2018

Competition representing SDSU MBA, which consisted of multiple rounds

Consultant

Centro Community Partners - San Francisco, CA
August 2017 to December 2017

- Improved client revenue by 35% by identifying growth trends, weaknesses and opportunities using past customer data by performing statistical analysis in Tableau
- Performed customer prioritization using churn management, value proposition, cluster segmentation, predictive modeling and market basket analysis for various client customers
- Crafted strategic dashboards, applying analytical skills, data manipulation, reports and storytelling in Tableau including forecasting, time series, box plots, grouping, sets and filter schemes for stakeholder prioritization of deliverables

Product Analyst

PTC Inc - Pune, Maharashtra
April 2014 to July 2015

- Managed and delivered, domino high priority critical business issues for more than 400 customer cases and built, tested and demoed MVPs before releases to customers
- Lead Process improvement initiatives driving efficiency for customer support process by 28% resulting in reduced cost of about \$32000 per year: 'Special Award' for delivering excellent quality and apt decision making
- Built VMware virtualizations for customer complaints tracking system in Excel, leading to +24% satisfaction y-o-y

PTC Inc
April 2014 to April 2014

Managed more than 400 customer cases and worked on many critical and high priority business issues for clients like Nike, Nokia, Volvo, 3M, Walmart, Ferrari, Emerson, Caterpillar, Raytheon, Volkswagen, Samsung. Improved efficiency for patch process by 28% resulting in reduced cost of about \$32000 per year: 'Special Award' for delivering excellent quality and apt decision making

Tech Lead

PTC Inc - Pune, Maharashtra
February 2008 to April 2014

- Defined project road maps for teams by analyzing schedules, capacity planning, project tracking, allocating mitigation plans for BI projects with 30% improved project efficiency.
- Led and supervised a team of 8 employees with detail-oriented, daily operations while efficiently managing a \$60,000 annual budget and concurrently working on multiple customer releases.
- Effectively applied critical thinking and analytical skills, architected, prioritized & managed product backlogs for multiple concurrent releases sprint plans

- Proactively conducted business operations: daily standups, weekly triage meetings, using iterative and Agile/Scrum methodologies

Software Analyst

Unica - IBM - Pune, Maharashtra
March 2007 to January 2008

Performed strategic Cost Analysis of products with respect to competitor market segment, analyzed and improvised the cost structure resulting into 28% profit enhancement

Analyst

PTC Inc - Pune, Maharashtra
May 2005 to February 2007

Applied SDLC, Agile & scrum methodologies on multiple product areas on concurrent releases, improving coordination, collaboration and execution process of diverse teams

Recognition and Award:

Education

MBA in Strategy & Information Systems

San Diego State University - San Diego, CA
December 2018

Bachelors in Electronics Engineering in Electronics Engineering

Pune University - Pune, Maharashtra
May 2004

Skills

- Data visualization: Tableau, R, PostgreSQL, Python, Excel, Splunk, SAP Leonardo, SAP HANA, Looker, Salesforce Einstein Analytics, A/B testing, Google Analytics, Marketo
- Business Intelligence: SAP Business Object, Agile, Scrum, Data/Text, web mining, machine learning
- Databases and Tools: MySQL, Oracle, MS Access, Microsoft Visio, MS Project, Hadoop
- Cloud Computing: Amazon AWS, Microsoft Azure, MS Access, VMware
- Collaboration and Reporting: Sales force, Cognos, Confluence, and Jira
- Knowledge & abreast in latest technologies: IoT, Blockchain, RPA, Scaled Agile Framework (SAFe)