KANCHAN KUMARI

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EDUCATIONAL QUALIFICATION

Qualification	University	Year	CGPA/Percentage
B. Tech (Instrumentation &Control Eng.)	NIT Jalandhar	2015	8.5 CGPA
XIIth (CBSE)	KVS Adampur	2011	92.4%
Xth (CBSE)	KVS Adampur	2009	93.8%

PROFESSIONAL EXPERIENCE (5 years)

Previous Organization: **ZS Associates**   October 2015 – July 2018
Current Organization: **Novartis (Current Role: Senior Analyst)**   Aug 2018 - Present

Summary – 5+ years of experience working in management and commercial consulting. Daily task involves hypothesis generation, data analysis, project planning, customer interactions to understand their needs and providing actionable insights based on data using analytical techniques and tools like Excel, R, Alteryx, Tableau etc.

- Working in pharmaceutical industry to draw key business insights across various marketing and sales issue areas, such as **segmentation, sizing and structure, incentive compensation**, **territory alignment, opportunity assessment and product perception tracking** using both **secondary and primary data analysis**
- Knowledge of machine learning concepts like **regression, clustering, classification, random forest etc.,** and statistical analyses like **factor analysis, t-tests etc.**
- Hands-on experience on SPSS, Minitab, R, SAS, Alteryx and data visualization tools like Tableau
- Worked on projects involving **top brands** and with clients from different regions **– US, Russia and Japan**

CORE SKILLS

- Data analysis
- Statistical techniques
- Analytical techniques (e.g. regression, clustering)
- Secondary Research
- Presentations
- Dashboards creation

TECHNICAL SKILLS

- MS Excel – Advanced and VBA
- Programming languages: R, Python
- Base SAS Programming
- Running SQL queries
- Alteryx
- Tableau

ACHIEVEMENTS

- Won "Star Awards" and "Applause Awards" for various projects in Novartis
- Won First prize in "IMPACT" session by presenting innovative methodologies at ZS Associates
- Won Third prize in business case study in boot camp session in ZS Associates
- Won Third prize in the 22nd National "Youth Parliament" competition held in year 2009-2010 at the National level

HOBBIES

- Watching talk shows, reading books and exploring fitness