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| ***Shiva Kumar Reddy. Mothe*** |

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|  | ***Professional Summary***  Qualified Business Analyst with more than 3 years of experience in Business Analysis, decision making and management. Effective coach and mentor and committed to leading exceptionally gifted teams. Having good experience in working closely with clients and internal teams to identify the best solutions for solving critical problems. Prioritizing the tasks and approaching the issues with analytical mindset.  ***Work History***  United Phosphorous Limited - Senior Business Analyst  Mumbai, Maharashtra  *05/2019 - Current*  Managing team of analysts and responsible for data analytics and new developments for Indian region(which includes India, sri lanka, Nepal, Pakistan). Developing Dashboards and performing data visualizations, Gathering data and analysis for bringing out useful information for making effective business decisions. Responsible for projects which are assigned to us. Working with other business teams to make strategic decisions using data analytics. Salesforce Administrator is another added role.  Opulence Business Solutions - Financial & Data Analyst Intern  Ahmadabad, Gujarat  *09/2018 - 02/2019*   * Worked with internal teams and reviewed financial reports and streamlined operations to increase productivity and company profits. Reduced almost 30 % of companies unwanted cost   Nvation International Private LTD - Sales & Marketing Manager  Hyderabad, Telangana  *01/2016 - 02/2018*   * Managed team of 25 people and achieved 75% target mark in one quarter * Managing and training sales teams to bring best out of them * Identified customer needs to deliver relevant product solutions and promotions that met target budgets * Generating new business opportunities by performing Data analytics   ***Accomplishments***   * Worked on multiple end - to - end projects with 98% success rate * Coordinated cross-functional teams and provided business analysis for [6] projects totaling $ 50 million * Reduced organizational operating costs by 50% by streamlining processes and improving critical business process * Led team to meet 100% of SLAs by streamlining business processes and identifying areas for improvement * Developed multiple dashboards by understanding the business requirements, for easy decision making * Received a grand appraisal for performing regular data analytics for monitoring organizations performance, and providing required data analytics for product development and business stakeholders and supporting decision makings   ***Additional Information***   * Won GOLD MEDAL in Telangana State level KARATE & KUNG FU Championship - 2013 * Won GOLD MEDAL in Andhra Pradesh State Level KARATE & KUNG FU Championship - 2012 * Engaged in many Social Welfare Activities by being a Part of NCC & NSS   ***Languages***  English  Hindi  Telugu |  |  | Shivamajor@live.com 7013188771 Karimnagar, Telangana 505301 505301, Karimnagar, Telangana  ***Skills***  Data Analytics  Business Research & Analysis  Business Statistics  Project Management  Financial Accounts  Requirements Gathering  Business Process Re-engineering  Team Management  Client Management  SAP Business Intelligence (BI/BW)  Strategic Planning  Project Management  ***Education***  2019  VICTORIA UNIVERSITY  Master: Business Analytics Professional  2018  Vivekananda Degree & PG College  Karimnagar  BBA: Business Administration And Management |  |
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