**Prateek Attalani**

**E-Mail :** [**Prateekatt@gmail.com**](mailto:Prateekatt@gmail.com) **; phone : 8088597385**

**Professional Brief**

* B-tech from NIT, Warangal with 8 yearsof Extensive experience in Pharma Analytics, Call planning and Targeting, Incentive Compensation, CRM management and Reporting & Dash-boarding
* Technically competent in SAS , Microsoft ACCESS, MS Excel , Presentation and Data Visualization
* Adept in mapping client requirements and translating these requirements into functional specifications, services and implementations and custom designing solutions by following the standard guidelines.
* An effective communicator with strong coordination, relationship management and analytical skills.

**Education**

**B-Tech** in Electronics and Comm. Eng. from NIT, Warangal – 2006 to 2010

* 12th from C.B.S.E Board with an aggregate of 80.8% in 2006
* 10th from C.B.S.E Board with an aggregate of 85.6% in 2004

**IT Skills**

* MS Access, MS Excel, Ms PowerPoint , SAS(Base), SAS SQL, SAS Macros, VBA

**Career Contour**

**Genpact - Assistant Manager 23/01/2019 – present**

1. Leading a team to provide Call planning and Territory Alignment Support to a major Pharma client in the US
2. looking over delivery of Reports to check performance and sales of drugs using IMS datasets

**Aztrazeneca - Consultant 18/11/2015 – 30/11/2018**

1. Assist markets for sales planning, territory management, alignment management and various other activities using ialign CRM application  
2. This solution is deployed over 65 countries across the globe and the primary users of this tool are the country level admins  
3. Lead a team of 4 which handle the requests for EU markets to see timely and efficient delivery of solutions  
4. See to it that the team is delivering the solutions within the time set in SLA  
5. Negotiate the SLA for ialign tool contract with vendors

**Previous Assignment-Novartis - Senior Analyst 11/05/2011 – 15/07/2015**

* Assist Reps in call planning and targeting during a 2 week window before go live
* Configuring the application for Reps to use during the window period by technically implementing any functional or data requirement changes/additions
* Delivering the final call plan to the Veeva team to be loaded for the next cycle and to be implemented by the field
* Delivering other Adhoc reports or project requirements that come from time to time
* Performing IC calculation based on the pre-defined plans and rolling out the incentives as per reps performance

**Previous Assignment - Mu Sigma - Analyst 07/06/2010 – 29/04/2011**

* Engage with the client to understand business dynamics and identify questions that can be addressed through analytics
* Communicate expectations and establishes deadlines in agreement with team members and business needs
* Ability to deliver well organized data analysis through reporting, dashboards and trend analysis
* Should be able to do drill down analysis of key business problems, interpret results, generate insight and recommend strategies
* Ability to use quantitative analysis and statistical/mathematical methods to solve business problems
* Ensure that the analytical process addresses the business needs and adds value to the client
* Ability to conduct presentations and share analytical results to multiple client side stakeholders
* Should be able to manage self and support the team in learning and execution of the projects
* Identify and harvest new business opportunities at the client side
* **Career Achievements**
* Above and Beyond Award for automatic final call plan in Javelin which reduces manual intervention and saves time
* Being promoted to Senior Analyst in Novartis due to the consistent high level performance and full ownership and responsibility of deliverables
* **Visas**
* US B1 Visa valid till October - 2023

**Personal Details**

Date of Birth :16th Feb 1987 Address: Bellandur, Bangalore