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| **Anand Agarwal**  **B.E. in Information Technology**  **ePGD- ABA from IIM Ahmedabad** | House Number 349,  Sector 46, Faridabad - 121002 Haryana  **Contact Number**: +91 9643250037  **Email**: [anandagarwaliim@gmail.com](mailto:anandagarwaliim@gmail.com), aba20ananda@iima.ac.in  **LinkedIn**: <https://www.linkedin.com/in/anand>[-agarwal-76593868/](https://www.linkedin.com/in/anand-agarwal-76593868/) |

**Last worked as Senior Product Manager with Mckinsey Knowledge Center**

* 16+ years of work experience in IT in ERP, Product Management, Digital Transformation & Business Analytics.
* Experience with managing client/stakeholder relationships handling multiple accounts.
* Managed Large Transformation projects with a geographically dispersed and distributed team.
* Experience in Leadership & Product Lifecycle Management with broad range of exposure across business segments.
* A keen Planner, Problem solver, Strategist & Implementer with expertise in managing global delivery for Technology programs/ Projects per quality standards.

Perusing **ePGD in Advanced Business Analytics from IIM Ahmedabad** from **March 2020 – August 2021** in Advanced Business Analytics (R, R Shiny Dashboard, Python, Tableau, Stata), Data Extraction, Exploratory Data Analysis, Visualization, Model Development, Model Validation & Interpretation in Marketing, Strategy, Operation domains.

# Professional Summary

**11 end-to-end Implementation Projects (4 Green Field Implementation), 2 upgrades & 3 Support projects, managing large transformation projects with globally dispersed and distributed teams.**

**Project Management - 6+ years of managing the delivery with a team size of 37+ people.**

**2+ years of entrepreneurship experience in the packaging industry with annual revenue of 1.75 Cr** with team size 10 people within 3 years, target clients are Pharmaceutical and Agrochemicals Industries.

**Worked for** – **Mckinsey & Company** (Management Consulting- OHI, MM&A), **China Light & Power** (Energy &

Utilities), **Gulfstream Aerospace Corporation** (Business Jet Aircraft), **PWC**(Audit), **McKesson Corporation**

(Pharmaceutical Company), **PepsiCo- Project One Up** (FMCG), **Sempra Energy** (Energy & Utilities), **Solvay**

**S.A.** (Chemical and Pharmaceutical Company), **St Luke’s Medical Healthcare** (Healthcare & Pharmaceuticals), **Astra International** (Automobiles Sector).

**Certified in ScrumMaster, SAP HANA, SAP CRM, 12 weeks Harvard Manage Mentor Leadership Program**

**Won Awards - Infosys Most Valuable Player, Sapient Recognitions for Excellence in work, Accenture Instant karma Achiever Award**

# Skill Set

* **Worked in Analytical Framework:** Data Extraction, Hypothesis Testing, Exploratory Data Analysis, Data Visualization, Dimension Deduction (PCA, Factor Analysis), Feature Engineering, Model (Thinking, Validation, Interpretation, Deployment), Descriptive / Predictive / Prescriptive Analytics, Inferential Analytics, Artificial Intelligence, Machine Learning, Insight Generation, Causal Inference,

**Scenarios –** Customer Churn, Sentiment Analysis, Topic Modelling, Conjoint Analysis, Customer Segmentation, Product Launch, Go-to-Market Strategy, RFM, CLV, Credit Risk Analysis, Sales Forecasting, Price Prediction, Accident Analysis Online Advertising Effectiveness & ROI.

**Classification Models**, **Supervised Machine Learning, Unsupervised Machine Learning**, **Time Series, Text Analytics, Bayesian Analytics**

* **Product Development**: Design, Develop, Test & Deploy solution on AWS Cloud, CMS Server, GitHub Repository, Apps (Android, IOS), Platform (Web, Desktop, Mobile, iPad), Browser (Chrome, Firefox, Safari), A/B Testing.
* **Worked in** R, R-Shiny Dashboard, Python, Tableau, ZOHO Analytics, Stata, SAP-ABAP/4, OOPS ABAP, SAP HANA ABAP, SAP UI5, HTML5, CSS, JavaScript, jQuery, Oracle, PL-SQL
* **Knowledge of Programming Languages**: JSON, XML, C, C++, Angular.js, Node.js, React.js, Django, Flutter.
* **Domain Knowledge** - Sales, Service, Marketing, Customer Lifecycle Management.

# Roles & Responsibilities - Product Manager / Scrum Master (Digital Transformation, Business Analytics)

**McKinsey M&A Digital Hub Portal (Product Manager)**

* Lead M&A initiative for the companies involved in Mergers and Acquisition – M&A Digital Hub Portal is a subscription-based App to access Mckinsey proprietary tools & documents/audios/videos. An employee participating in M&A can Search, View, Download, Email, Share these documents. APP Administrator manages the displayed content, user’s rights & authorizations.
* Client Engagement managers can design, build M&A proposals using pre-loaded templates and customize them accordingly as per client needs.
* Formulated KPIs and build a Dashboard to track employee engagement, participation across digital channels using Account Activity – Search, Click, Views, Download, Email, Tools, M&A Proposal.
* Helping stakeholders understand critical nuances of AI/ML algorithm-specific nuances while taking the critical decision, especially on M&A and development activities.
* **M&A Digital Hub Portal - React.js/SQL Server, 7 people**

**McKinsey MPC Inspire APP (Product Manager)**

* Lead OHI initiative to engage ~18K employees working in Vallourec and ~50K employees working in T-Mobile – Build, Design and Developed MPC Inspire App which delivers the personalized intervention to an employee participating in transformation exercise. It helps in building a sustainable competitive advantage by breaking down organizational goals & transforming employee’s behaviors in their day-to-day activities.
* Formulated KPIs and build Dashboard using Microsoft MyAnalytics to track employee engagement & participation across digital channel using Account Activity - Feeds (Click, Views, Like, Share, Download, Email), User Assessment (Self-Evaluation), Social Wall (Like, Comment, Picture) using clickstream data of employees.
* Build Analytical Models to identify employees that are likely to get disengaged by studying employee behavior and usage patterns. Creating Actionable insights - collaborating via emails and feeds which are preferred by these users in the past.
* Facilitated a cross-functional team to design and evaluate A/B tests across 4 major regions by optimizing employee participation.
* Conducted brainstorming sessions/workshops with stakeholders for product ideation, feature & design.
* Acquire knowledge of the Market Access landscape for markets like USA, Latin America, EU, APAC.
* Participated in business development and product demonstration for the organization with prospects.
* **MPC Inspire APP/LMS Portal - Flutter.js/SQL Server, 11 people**

# Professional Experience

* Worked as **Senior Product Manager–OHI, MM&A** with **Mckinsey Knowledge Center – Long Term Contract** (23 July 2018 – 29 November 2019).
* **Founder of** **Omkar Packaging Industries** (15 May 2016 – 21 July 2018).
* Worked as **Technology Architect** with **Gulfstream Aerospace– Long Term Contract** (24 March 2014 – 13 May 2016).
* Worked as **Technology Architect** with **Infosys Technologies** (12 October 2009 – 14 March 2014).
* Worked as **Application Developer** with **IBM Corporation** (15 June 2009 –9 October 2009).
* Worked as **Senior Consultant SAP L1** with **Sapient** (12 March 2007 – 12 June 2009).
* Worked as **Software Engineer** with **Accenture** (1 September 2005 – 28 February 2007).
* Worked as **Software Developer** with **SDI Technology** (2 August 2003 – 31 August 2005).

# Academic Qualifications

* ePost Graduate Diploma in Advanced Business Analytics from IIM Ahmedabad, Ahmedabad (2020-2021).
* Bachelor’s in information technology from RGPV University, Bhopal (1999-2003).
* Higher Secondary Certificate Examination from M.P. Board, Bhopal (1998-1999).
* High School Certificate Examination from I.C.S.E. Board, Delhi (1995-1996).

# Publication, Training and Development

* **Author for SAP Experts: Campaign discounts in CRM, De-Duplication implementation for Customer/Prospects.**
* Training on **Project Management via Pluralsight** (**PMI Registered Education Provider**).
* Training on PMBOK, JIRA, AGILE Methodologies, SCRUM, Six Sigma, MS Project, MS Excel, Power Point, Word etc.

■ DATE OF BIRTH: March 01, 1980 ■ NATIONALITY: INDIAN ■ GENDER: MALE ■ LANGUAGES KNOWN: ENGLISH, HINDI