**Payal Pancholi** +91 99207 61310 | payalpancholi@gmail.com

**Synopsis**

A strategy professional with 12 years of experience with deep expertise in Energy & Utilities sector. Demonstrated track record in collaborating with CXO level executives to drive large scale transformation agenda through Business & Growth Strategy, Digital Transformation, Operational Excellence, Value Realization and Project Management. Awarded **four Patents** for designing strategic improvement concepts for Utilities sector.

***Expertise areas*:** Business Strategy | Business Process Management | Digital Strategy | Enterprise Performance Improvement | Capacity Optimization | Program Management | Data & Analytics - Power BI and Tableau

**Professional Experience**

**Johnson Controls May’14 – Present**

**Business assessment of space analytics initiative for energy transformation program | Role: Business Consultant**

Amidst COVID, the business need was identified for evaluating space occupant comfort based on occupant volume. To achieve the same, Space Sensing Analytics was incorporated to provide enterprise energy management services to varied building owners, helping them reduce energy usage and maintenance costs, while improving occupant comfort. Key activities included:

* Conduct Design Thinking sessions with key stakeholders to develop solution concepts & evaluation criteria
* Perform advanced quantitative and qualitative analysis of energy markets and critical infrastructure sectors
* Translate business requirements into different tangible deliverables such as customer journey, functional specifications, user stories, process diagrams and data model diagrams.
* Incorporate Power BI dashboards to establish standards and control features for Project Monitoring
* Prepare project transition plan to ensure steady execution of product idea to final launch
* Perform business assessment of space sensing analytics initiative to increase occupant comfort level and made strategic recommendations to senior leadership team to realize energy savings of 23%.

**Energy business transformation program through effective leverage of Digital Twin| Role: Business Consultant**

Business need was identified to enable Azure Digital twin and Microsoft Dynamics 365 capability for hassle free space readiness for unexpected maintenance issues and improve Field Operational efficiency by managing work orders, automating scheduling, managing asset inventory, improving technician productivity. Key activities include:

* Involve with Business team in crafting the Integration Strategy around Energy Fault management to monitor workspace health
* Demonstrate sustained client relations management experience at a senior management meeting
* Utilize Power BI skills and created various data insights for field operational efficiency measurement
* Utilize Agile expertise to lead the development efforts in Agile framework.
* Mentor development team to break down ambiguous assignments into logical components
* Establish project governance and lead stakeholders’ collaboration to facilitate product deployment and end user training
* **Achievement**: Received client appreciation for speed & agility of project delivery and quality excellence

**Improve Plant Efficiency through Smart Energy Optimization tool | Role: Business Consultant**

Business need was identified to implement a scalable supervisory control solution that could integrate with any type of plant automation system and utilize real time information of heating, cooling, and power generation central utility plants to reduce energy use and minimize utility costs in real time operations. Key responsibilities:

* Craft Design and Strategy: Incubate Product enhancement ideas in meetings with Business Leads, Directors, Program Owners, Analytics SMEs, lead experts in Energy Domain and run requirements discovery sessions. The sessions were accompanied with data analysis, Visio flows, graphical trends. Also, created Business presentations for Progress meetings and support Pre-Sales activities
* Gather and interpret qualitative & quantitative data to uncover new product insights.
* Accountable for crafting and development of the Strategic Sourcing Strategy, authoring of RFI’s, RFP’s, SOW’s and participation in the vendor selection process and team building
* Lead Process Improvement initiatives: Authoring the guidelines for Requirements Process. Actively contribute to quality management reviews for UI designs, prototypes, and other requirement work products

**Achievement:** Program monitoring Power BI data insights reduced the manual activities time by more than 80 %.

**Analysis on Renewable Energy market in South East Asia with particular focus on Solar Energy and Wind Energy | Role: Business Consultant**

Study was conducted to explore the challenges and opportunities for Renewable Energy in South East Asia from B2C perspective. For the same, various data points were collected from IRENA and other available Energy published reports. The study included market trends for Renewable Energy in South East Asia and were accompanied with challenges and opportunities. In addition to it, considering the B2C market recommendations were proposed to Business team. This study is in ideation phase.

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| --- | --- |
| Patent name  |  Patent id |
| 1. Central Plant Optimization Planning Tool with Advanced User Interface
 | 18-0347 |
| 1. Blended Monthly Energy Block Strategy
2. Quantitative Monthly Visual Indicator to Check Availability for Defining Electricity Rates
3. Systems and Methods for Assessing Economic Feasibility of an Energy Plant
 | 19-008718-0385116048-0669 |

**Global Patents**

**Experience September 2008 – April 2014**

**Polaris FT, Mumbai | Technology Consultant for Supply Chain Finance | Nov 2012 – April 2014**

Conceptualize the design and storyboarding for Supply Chain Finance initiatives. Managed client relationships to identify potential new business leads & growth opportunities or future competitive trends. Ensure smooth communication channels between the stakeholders.

**TCS E-Serve, Mumbai | Business Analyst for Cross Border Payments | Feb 2010 – Oct 2012**

Coordinate with Citi Corporate clients to understand the requirements and integrated them into the platform for Payment Gateway. Owned end to end development starting from business case approval from stakeholders, authoring product requirements, to partnering with team to own and drive product launch.

**Other Professional Experience | September 2008 – April end 2014**

July 2009 to Feb 2010 Business Analyst, Mastiff Tech Pvt Ltd, Mumbai

Jan 2009 –July 2009 Business Analyst, Wipro, Mumbai

Sep 2008 – Dec 2008 Financial Analyst, ICICI Prudential, Pune

**Education**

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| --- | --- | --- | --- |
| 2008 | MBA (IT & Marketing)  | Department of Management, BIT, Mesra | 8.43/10 **[Rank 1]** |
| 2005 | B.E (Computer Science) | UIT, Barkatullah University, Bhopal | 76.53% **[Top 10]** |

**Professional Certifications**

* Certified Professionals in Building Energy Management | Confederation of India Industry (CII) | 2021
* Digital Twin for Energy Management | Udemy | 2019
* Executive Certificate Program in Business Analytics and Big Data | IIM Kashipur | 2018
* Google Analytics | Google Analytics Academy | 2018
* Data Visualization using Tableau and Power BI | Udemy | 2017
* SAFe® 4 Product Owner/Product Manager (Score: **96/100**) and SAFe® 5 Agilist | SAFe® | 2020