

# SANDEEP RATHORE

<https://www.linkedin.com/in/sandeep-rathore/>

## CAREER OBJECTIVE

**Business analyst with 2.5 years** of experience in developing customers projects and gained good exposure to understand various aspects of **Business Analysis** through PGP Seeking a challenging position in the area of **business analysis, Data Visualization, Machine Learning, Data Analysis & related fields** where I can share my skills and expand my capabilities further in the pursuit of progressive career advancement.

## SUMMARY

- Over 7+ years of experience in Industrial MARKETING & SALES.
- Possess extensive knowledge in providing excellent customer service to improve business performance and ensure customer satisfaction
- Experience in assisting and supporting day to day operations for the organization.
- Experience in analyzing customer requirement and ensure product meet customer requirements appropriately.
- Completed in depth analyses for business projects and supports tool used to reorganize the company

## EXPERIENCE

August 2020 - Current

**Business Analyst: M/s. Navient technology services pvt ltd** | Indore

- Documented all business processes and operating procedure from scratch for an early stage start up.
- Identifying, prioritizing technical and functional, non-functional requirements.
- Interchanged between IT and business contacts to manage project lifecycle and ensure team achieved 90% of deadline by communicating real outcome.
- Researched and presented to stakeholder, obtaining approvals for requirement and changes.
- Communicated strategies to the internal team and received valuable feedback regarding approach to business observation.
- Drafted client reports under the supervision of seniors, received 100% positive feedback for alignment to client goals.
- Contributed to presentation preparation and offered discussion in client and stakeholder meetings.
- Performed in-depth research and analysis to help companies stay ahead of their competition.

July 2018 - November 2019

**Regional Sales Manager: Saurya HSE Pvt Ltd** | Mumbai

July 2017 - June 2018

**Area Sales Manager: Luna bearings, Automation & Power transmission** | Mumbai

May 2015 - May 2017

**Sr. Sales & Service Engineer: Purshotam Company Pvt Ltd** | Mumbai

November 2013 - April 2015

**Back-office Manager& Lecturer: Kautilya Academy** | Indore

January 2011 - November 2012

**Marketing Executive: Emerson Network Power Pvt Ltd** | Pune

📍 Indore, M.P India

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## CORE COMPETENCIES

- Quick learner & adapts well to changes and pressure in work place.
- Managing relationships & working efficiently with diverse groups of people.
- Committed to meeting deadlines and schedules.
- Leadership skills to lead projects & handle work independently.

## CERTIFICATION

### 1.Master's Program - Business Analyst : Simplilearn Certified in collaboration with IBM - 2022

- Certified Business Analysis Professional (CBAP®)
- Agile Scrum Master
- Tableau Training
- Data Analysis and Visualization with Python
- Mathematical Optimization for Business Problems
- Business Analyst Capstone
- Harvard Business Publishing Case Studies for Business Analysis

### 2.Other Certifications

- ITILV3F CERTIFICATION from EXIM, UK at Mumbai in year 2010 with distinction.

## EDUCATION

2017

**Post Graduate Diploma** | Digital Marketing | FEEL Institute, Thane

2015  
**PGDCA**  
Maharshi Vedic University, Jabalpur

2010  
**M.B.A | Marketing**  
Indra School of Career Development, Pune

2007  
**B.E | Electronics & Comm.**  
Jawaharlal Institute of Technology,  
Khargone

2003  
**Intermediate**  
Kasera Bazaar Vidya Niketan School,  
Khandwa

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## TECHNICAL SKILLS

- **Project management tools:** Tableau software, Microsoft office tools- word, Excel, Power point, outlook, JIRA software, Power BI
- **SDLC/Design methodologies:** Agile Scrum
- **Languages:** Python, My SQL, PHP, Html & CSS

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## ADDITIONAL INFORMATION

- **Soft Skills:** Good analytical, interpersonal, comm. & listening skills coupled with dedication and sincerity towards the assigned job.
- **Hobbies:** Cooking, Playing Cricket, Badminton & Table Tennis
- **Languages:** English, Hindi

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## CLIENT PROJECTS

- **Client name:** SDLpost Express, Netherland
- **Domain:** logistic and transport
- It is one of Netherlands's leading providers of transport and logistics services to middle east by combining its core services of international in land, ocean and air transport offer tailor made solutions for customers.
- **Client name:** Capital machinery ltd
- **Domain:** Industrial Heavy machineries
- **Project: Cost build up app:** They are the sole authorized dealer in Taiwan for the sales and services of product produced by caterpillar inc.
- **Client Name:** In POKET
- **Domain:** E-commerce
- **Project: e-commerce for local business: In POKET LLP** is an Indian based startup who are looking to launch an e-commerce app for local vendors.
- **Client name:** IPS Indore and Rosary school, UAE
- **Domain:** Education industry
- **Project:** School management and student transport system: Est in 1880Rosary school with 3 branches and 6000 students in UAE is one of the leading schools for royals in Sharjah. And IPS is a leading premier institute in Indore with 15000 student and 4 branches
- **Client name: University of ADVETI**
- **Domain: logistics**
- **Project: Transport allocation and tracking system** this solution helped ADVETI to plan vehicle and student allocation effectively and reduced the cost by 20%.

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## OTHER PROJECTS

- Canteen ordering system (Unilever)
- Sandford library management system
- Capstone project: Restaurant management system (The Grill House)
- Comparison of Regions based on sales (On Tableau Public s/w)
- Weather forecasting - Jira

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## ACCOMPLISHMENTS

- Tableau certified from Simplilearn gained knowledge & skills on creating dashboards, Sheets, story sheets, applying filters, data visualization charts, Data calculations and interpretation with tableau public.
- Python certification provided by Simplilearn and IBM to understand the Python as OOP's language. To get understanding Data visualization and interpretation with python using SciPy, Pandas, Matplotlib etc.
- Understand the basics of front-end and back-end languages such as Html, CSS, Java Scripts, PHP, SQL.
- Agile Scrum master certified from Simplilearn, gained conceptual knowledge on Epic, user stories, product backlog, Sprint its planning and retrospect along with burndown chart and velocity chart. Practice on JIR software tool
- Certified in Digital marketing from I-Feel, gained knowledge about SEO (Search engine optimization), SEM (Search engine marketing), SMO (Social media optimization, SMM (Social medial marketing), Google analytics (Web analytics) Email marketing, Affiliate marketing, etc.
- Completed successfully MS Office – Basic Computer Course (MS Word, MS Excel, MS Power Point & Internet).