Nishant Dahiya

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📇 SUMMARY

Passionate about solving unstructured problems and working in a diverse cohort. Constantly looking for new ways to translate consumer insights and data into business solutions that improve profitability and quality of life for end customers.

💼 PROFESSIONAL EXPERIENCE

Analyst, *IQVIA*   Feb 2022 – present
Project - Sales Force Effectiveness   Bengaluru
- Performed a sales force effectiveness (SFE) study for a client's multi-billion-dollar brand portfolio by integrating primary data of multiple stakeholders, thus providing a clear roadmap of SFE priorities.
- Analyzed the closed-loop marketing efforts and validated KPIs of the medical representatives of 7 countries in the middle eastern region.
- Provided business insights and Row-level security to the client using a Power BI-based dashboard containing the data for 43 emerging markets.
- Completed the client knowledge transfer and took the lead on 3 projects in 45 days instead of the planned 60 days.

Product Management Intern, *BookThatStudio* ⬈   Oct 2021 – Feb 2022
- Created product roadmaps to increase the efficiency of product development by 30%.   Gurugram
- Interviewed 30+ professionals working in the creative industry to capture user insights.
- Collaborated in market entry in B2B space which led to the first major revenue of Rs 95000.

Business Development Associate, *Urban Company*   Jun 2021 – Oct 2021
- Initiated and compiled data with a team of 3 employees to onboard and streamline   Chandigarh
  supply acquisition, onboarded 30 partners in total.
- Worked with operation and product teams for preparing launch of 3 Cities in Painting Category, sole ownership for Chandigarh.
- Managed a team of 15 Sales Associates(SA) and 10 SMBs and took the Customer paid hire percentage from 0 to 65% in Chandigarh. (paid hiring= paid bookings by users after SA's visit)
- Worked with my Category Manager in rolling out a subscription model for 50 partners in Pune.

🎓 EDUCATION

Bachelor of Technology - Electrical and Electronics Engineering,   2015 – 2019
Maharaja Surajmal Institute of Technology   6.92 CGPA   New Delhi

XII Standard, *Mother Khazani Convent School*   78%   2014 – 2015
                                                                                              Delhi

🧠 SKILLS

SQL | Excel | Power BI | Wireframing | Jira

🧩 POSITIONS OF RESPONSIBILITY

Chief Advisor, *Genesis 2019*
Genesis is the cultural fest of MSIT where I had an advisory role to the sponsorship department. Security department and activity management with a team of 40 was also under my supervision.

Chief Organizer, *Genesis 2018*
Organized the event with a team of 20 under me. Handled the internal department and management of the timelines- practice dates, event schedules, auditions, budget of the events.

📑 CERTIFICATION

SQL (Intermediate), *HackerRank* ⬈
Certificate ID - 914D17CCB64D