

Sumit Jhunjhunwala

Sr. Project Manager

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Professional Summary

Sumit's primary accountability is creating Customer satisfaction and exploring new avenues for growth through extraordinary product and service deliveries. Sumit is responsible for creating a high client and customer engagement.

With more than nine years of experience heading Business Intelligence & analytics projects, he has delivered projects that involved creating BI & analytics strategies, solution frameworks for BUs and Data visualization.

Managed delivery of projects in BI, analytics, product development and mobility areas.

Education and Skillset

Educational Qualifications

- BTech and Mtech from IIT, Delhi

Tools Expertise

- Excel, SAS, SQL, R, Access, PowerPoint
- Tableau, Spot fire, Lumira

Analytical Skills

- ROI Analysis, Segmentation, sample optimization, promotion response modeling
- KPI Rationalization & Reporting

Role Based:

- Analytics & Consulting
- BI consulting
- Interpersonal Skills
- Team Leadership
- Project Coordinator

Projects Experience

Have managed projects involving:

- Business Intelligence Strategy development for the BI needs of one of the world's largest pharmaceutical company.
- Samples Optimization
- ROI analyses, campaign analyses
- Promotion Response Modeling
- Quota Design: compensation of various sales forces for a large pharmaceutical entity that was created from the merger of a group of companies
- Sales Tracking: Developed sales tracking and sales rep incentivizing application for an MNC; application is used by more than 500 people
- NPS Reporting: Devised NPS reporting strategy for a British pharmaceutical major
- Building patient engagement survey application
- Building Employee Engagement application for 360 feedback, happiness index and attrition tracking
- Managing mobility and applications development