

Prasoon Chandra

Senior Operation Analyst

📍 Noida

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ABOUT

A dynamic professional with over 3 years of experience. Demonstrated success in developing and implementing various strategies to achieve business goals aimed towards the growth in business volumes as well as profitability.

SKILLS

MS Excel ● ● ● ● ●

SQL ● ● ● ● ●

Google Analytics ● ● ● ● ●

Digital Marketing ● ● ● ● ●

Data Analysis ● ● ● ● ●

TRAINING AND MOOC'S

Adobe Analytics Reporting and Insights
eClerx Solutions Limited

Digital Marketing
Pixal Track

Introduction to Data Science
Analytics Vidhya

PROFESSIONAL EXPERIENCE

OYO Hotels and Homes Pvt. Ltd.

Senior Operation Analyst

Jul 2019 – present

- Automation of Property Go-Live Audit process on Krypton App for 3000-4000 hotel rooms going live every month ensuring enhanced Guest Experience & 10% reduction in over-all man-hours spent on audit
- Creation of 'Repair Shop' Ticketing module on Krypton app for ground Engineers to manage maintenance tasks
- Led deep dive analysis of self operated business and maintained interactive dashboard in order to help management to take appropriate decisions for the future business
- Responsible for working with technology team for automation of the manual process to minimise error and reduce central cost
- Analysis of pan India pre-Live audit reports and taking decision if the property is good to go live

Aseries Envirotek India Pvt. Ltd.

Manager - BD and Strategist

Sep 2017 – Jul 2019

- Developing new relationships in an effort to grow business and help company expand
- Undertake Bid Management and Preparing quality responses for RFPs/RFIs/RFQs
- Prepare and present tailored presentations/proposals to clients based on their objectives
- Responsible for creating, managing and meeting schedules, budget and milestones along with other stakeholders
- Conduct monthly client meetings to expedite and resolve client queries, create and circulate MOMs and track the progress
- Support Business through market research and competitor analysis for Go-to-Market Strategies

Mantec Consultants Pvt. Ltd.

Assistant Manager Business Development

Dec 2016 – Aug 2017

- Conduct client focused business development/networking activities in order to achieve individual revenue targets, in addition to all key performance indicators
- Responsible for tendering and bidding of projects-clients being HPCL, ONGC, IOCL, EIL etc
- Manage pipeline entry on excel for monitoring day to day activities and critical issues, paths and reporting it to higher Management officials
- Preparation of MIS monthly and weekly reports, presentations and charts of business performance
- Attending clients and discuss their problems and formulate plans to solve their issues

EDUCATION

University of Petroleum & Energy Studies

MBA

Jun 2013 – May 2015

Northern India Institute of Technology

B.Tech

Aug 2008 – Jun 2013