

# Yogendra Meena

## CAREER SUMMARY

- A competent professional over 6 years of experience in Data and business analysis, project management, process excellence, Sales analysis across India, USA and UK based clients/stakeholders
- Capable of assisting senior management in formulating strategies as well as independently implementing the same with an excellent team leading skill
- Knowledge of market research, stake holder-management, products and service understanding, designing & implementation and various analytics for existing sales model

## EXPERIENCE

### Data Manager

Microenergy credits | March 20 to August 2020

- Coordinate with different stake holders and clients to get the raw data.
- Fetch the historical data as well as current data for the analysis and dashboard design

### Assistant Manager – Business Analytics

Indigo Aviation | June 2019 to Feb 2020

- Collaborating with man-power planning team, Pilot hiring team to identify the risk in the aircraft acquisition process and suggesting the corrective action plans.
- Gathering and understanding stakeholders needs and tailoring solutions as per the requirements
- Provided OTP analytical support and responded to ad-hoc reports to identify and mitigate risk, within assigned areas of responsibility

### Senior Analyst - BI

Zones India | Oct 2015 to May 2019

- Personalized the sales dashboard for different users, roles across organization to quickly access actual sales performance vs. corporate targets
- Awarded as Best Performer of the Team in 2015
- Monitored Key performance indicators & ensured marketing activities are generating the number, quality and flow of leads necessary to meet sales targets
- Developed automating reports using Excel/ MS project/ VBA
- Shared monthly/Quarterly/Yearly performance reports and analysis to internal and external stakeholders
- Performed various analytics for client's customer data and giving valuable information about customer trends.

### Research Analyst

GFK India | June 2014 to Aug 2015

## EDUCATION

**MBA in MARKETING AND SALES**

IILM 2011

**BACHELOR OF SCIENCE**

Annamalai University, 2007

## TECHNICAL EXPERTISE

**EXCEL**

**Base R**

**TABLEAU**

**SQL**

## PROJECTS

**Sales analysis and revenue Modelling for CORP GTM – (Go to Market strategy)-Zones:**

- The model consisted of GTM strategy and its overall impact on company sales performance, which helps in the allocation of portfolio to large, mid and small cap companies.
- Reviewed the client's historical data (about 1500 active customers) from databases, compared the last 3 months, 6 months, 12 months actual revenue and gross margin.

**Sales revenue analytics (Tableau):**

- Designed different dashboards to analyse the executive's sales performance, total sales budget and expenditure. The dashboard designed for different business verticals i.e. Corp, Healthcare, Public Sector.



## ABOUT ME

Date of Birth: August 7, 1984

Gender: Male

Birth Place: Dungarpur, Rajasthan

## CONTACT



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<https://meenayogendra007.github.io/CV/>

## CERTIFICATIONS

- Microsoft Excel Certified Professional
- Tableau
- Power BI

## TECHNICAL PROFICIENCIES:

- Business /Data analytics
- Stakeholder management
- Dashboard design
- Project management