Surbhi Mishra

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Summary

- 9 years of overall experience in various facets including client management, research methodologies, business intelligence, data analytics, pre-sales, consulting and training delivery in business analytics and data science

- Experience in project, people and client management

- Experience in planning, designing and delivering customized full time & executive programs for industries and academics spanning across various modules of business analytics and data science programs

- Trainings/ courses conducted so far: AI, machine learning, analytics and programming with R and Python, Visualization and storytelling with Tableau

Work Experience

Pre-Sales and Consulting - Data Analytics (August 2017- Present), WNS Global Services

- 3+ years of rich experience in functional consulting in data analytics, solution Design / Pre-Sales, Transition Management, Project Management, Business Development in Travel & Leisure and Energy & Utilities industry
- Experience in managing use cases related to analytical solutions in the industry and in creating POCs in Customer analytics, Debt collection, Revenue forecasting to name a few
- Experience in handling Bid Management and outsourcing RFXs across multiple industries in Healthcare, Life sciences and Retail practice
- Good understanding of Analytical and visualization tools as R, Python and Tableau, Decision Trees, Neural networks and predictive analytics techniques such Regression, Clustering and Classification, NLP etc.
- Skilled in reviewing and documenting proposals, managing RFPs, providing Commercial Models, Pricing estimates
- Fluent in creating Go-To-Market strategy content, preparing marketing collaterals and BRD's

Senior Applied Mechanics Engineer- Transmission (Nov' 2014-July'2016), Romax Solutions, Pune

- Lead analysis engineer for testing the structural integrity of engine transmission boxes
- Supported the design team with inputs crucial to the manufacturing of driveline components
- Highly skilled in conducting explicit and implicit structural analysis of engine components

- Engaged with the end customers to understand the requirements and draft & design the suitable engine components in conjunction with the design team
- Worked on creating extensive training documentation for the new in-house developed software to be sold to automotive OEM

Applied Mechanics Engineer- (July' 2011-Nov' 2014), Cummins research & Technology India, Pune

- Worked in filtration team, involving non-linear material components to test Structural Integrity under various loads
- Hands on experience in explicit analysis on Hypermesh and Ansys
- Analysis on Crankcase Ventilators used for different engines, air filter Modules, gaskets and sealing components
- Analysis to check the structural integrity of the Electronic control Modules used for holding the chips and circuit boards in engines

Education

- NIIT University, Neemrana - MBA in Business Analytics, 2016 – 2018
- Bachelor's degree - (B.Tech. – Mechanical Engg.), 2007 – 2011

Certifications and Courses

- Completed 1 year of internship in pre-sales and consulting team at WNS, looking after Travel & Leisure and Energy & Utilities
- Completed multiple MOOC courses and projects on various online platforms
- Certified Tableau Desktop Analyst and Data Scientist
- Completed Google affiliated course on Digital Marketing and Google Analytics

Hobbies & Interests

I love reading being open to various genres, styles and authors. The genres are spread across drama, mythology, non-fiction. I am also into painting and a lot of my leisure time involves painting scenes and excerpts out of books and occasionally writing short pieces

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