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**Harish Khyani**

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A result-oriented professional targeting challenging assignments in **Business Analysis , Sales Operations** with a reputed organisation.

**ǁ Profile Summary ǁ**

* A competent professional with **3.8 years’**experience in **Business Analysis, Sales Operation.**
* Worked with **Deloitte India Support Services Pvt. Ltd** as **Analyst**.
* Viewing the clients’ pipeline target sales to be generated from the **CRM (Oracle Sales Cloud).**
* Completed internship with renowned organization like **IDBI Federal Insurance Co. Ltd.**
* Knowledge in conducting primary & secondary market research.
* Aptitude for grasping new analytical concepts quickly and utilizing the same in a productive manner
* An ambitious & hardworking individual with excellent negotiation & relationship management skills and capability to manage time effectively.

**ǁ Core Competencies ǁ**

**~ Market Research ~ Business Operations ~ Business Development**

 **~ Client Relationship Management ~ Business Analysis**

**ǁ Organizational Experience ǁ**

 **Oct’18-May’19 with Deloitte India Support Services Pvt. Ltd.,Hyderabad as Analyst**

**Key Result Areas:**

* Reviewing the Clients information based on research from SEC Filings in the Application.
* Analyze the Conflict Check of an Shareholder or any other Designated Title to maintain Independence.
* Working on Manual Adjustments for contacts of Entities reviewed.
* Analyze the Entity’s rule set based on Business Relationship.

 **Jan’17-May’18 with Tech Mahindra Ltd., Hyderabad as Business Associate**

**Key Result Areas:**

* Worked in Global Sales Operations Team and managing all the major accounts
* Understanding the issues for Tail Accounts from Delivery Team and Sales Operations Team for the clients project
* Managing the clients pipeline target sales to be generated from the CRM (Oracle Sales Cloud)
* Facilitates the User Acceptance Testing on CRM for tool performance.
* Making changes in Oracle Sales Cloud based on Accounts Managers’ request
* Analyzing the company’s quarter results based on its region, verticals and competencies

**May’15 – Dec’16 with Attentio Research Center Pvt. Ltd. (Global Data), Hyderabad as Associate Analyst**

**Key Result Areas:**

* Rendered services as a part of Market Research Projects Team.
* Worked in Power Sector under Hydro Technology; Analyzed the power plant cost with the installed capacity and determined status of the power plant with initiated financial lenders
* Prepared and submitted reports with complete market study on Hydro Power Plant projects.
* Conducted primary research for collective data and analyzed reports data using Qualitative Research Analysis.

**ǁ Internship ǁ**

**Organization:** IDBI Federal Insurance Co. Ltd., Hyderabad

**Duration:** 2 Months

**Responsibilities:**

* Analyzed the financial position of the company from its inception
* Studied different policy schemes and way of functioning
* Examined company's methodology of paying maturity benefits to its customers

**ǁ IT Skills ǁ**

* MS-Office (Word, Excel, Outlook)

**ǁ Academic Achievement ǁ**

* Awarded for being school topper in Second Language in SSC Exams

**ǁ Workshop/Conference Attended ǁ**

* Participated in APSCHE sponsored National Seminar on “Acculturation” held at Telangana University
* Attended workshop on “Micro Analysis of Financial Statements” conducted by Empover HR Solutions Pvt. Ltd.

**ǁ Education ǁ**

* PGDM (Marketing & Finance) from Vignana Jyothi Institute of Management (VJIM), Hyderabad in 2015 with 3.69/5 CGPA
* B.Tech.(Information Technology) from Gnyana Saraswati College of Engineering & Technology, Nizamabad in 2012 with 71%
* 12th from FIITJEE Junior College(Board of Intermediate Education), Hyderabad in 2008 with76%
* 10th from SFS High School(State Board),Nizamabad in 2006 with 80%

**ǁ Personal Details ǁ**

**Date of Birth:** 1st January 1991

**Languages Known:** English, Hindi, Sindhi & Telugu

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