

Himanshu Agarwal

Summary

10+ years of experience ranging from financial reporting, expense planning (retail stores, supply chain, technology, cloud expense optimization) to business analytics (Sales and expense analysis, cloud spend management, customer insights, market share insights). Most recently leading a team of 7 (across India and US) for a fast-paced Rapid Insights Analytics team partnering with business, finance and tech leaders.

Qualification	Institute	Year
MBA (pursuing) (Blended PGP)	Indian Institute of Management, Ahmedabad	2024-2026
B.E. (Production)	Birla Institute of Technology, Mesra	2011-15
XII, ISC	The Heritage School, Kolkata	2010
X, ICSE	The Heritage School, Kolkata	2008

Work Experience

Lowe's Services India Pvt. Ltd. (Bangalore)

August '16 to Present

Senior Manager, DADI Analytics

Pro and Services (Sr. Manager)

Leading a team of 7 analysts (across India and US) to support the Pro business in a fast-paced Rapid Insights analytics team. This team works in tandem with the business, finance and tech teams. I have been responsible to groom the team to showcase strong storytelling skills along with partnering with the business to support key strategic initiatives which support the Pro Customer. Some of the key deliverables delivered by the team include –

- **Pro Sales Specialist Analysis** – Analyzed the performance various front-line associates who interact with the customers to partner in creating a strategy based on customer wants and behaviour and coupled them with the right cohort of front-line associates.
- **Measurement of Key Pro Initiatives** – The team has been the trusted partners to measure impact of key initiatives (sales impact, adoption and engagement impact). These initiatives have been instrumental in the key pillars of growth for the company.
- **Business Cases for AI Initiatives** – I have led discussions with the business partners and finance partners to create data driven business cases for Pro AI Initiatives.

Enterprise Strategy (Lead Analyst)

Leading a team of 3 to support the Enterprise Strategy team for variety of projects measuring value of various strategic initiatives. Responsibilities also extend to preparing measurement reports/dashboards/scorecards.

- **Market Share Dashboard:** Led a team as to create a Power BI dashboard which gives live access of drillable Market Share data (from Numerator) to various business partners across the organization and enables them to make quicker decisions.
- **Customer Insights:** Data driven insights into customer behavior and translating the same to actionable recommendations for the Strategy organization to take key decisions around business investments from a consumer value-add perspective.
 - **Tool Rental Business Impact:** Analyzed consumer behavior post interaction with the Tool Rental business to measure Purchase Frequency, Incremental Product Spends (to the main retail business) and new customer acquisition.
- **Enterprise Travel Expense Management Tool:** Created a robust and detailed spend dashboard focused on Enterprise Travel & Entertainment spends. Drove change in company policies curbing spends by ~18% by driving visibility into employee level spends across various avenues of spends.
- **Inventory Weeks of Supply (WOS) Reporting:** Designed a tool for assessing daily inventory sufficiency/gap for Core seasonal product categories across geographical locations enabling users to identify locations with lower WOS to ensure stores are stocked to achieve sales targets.

Technology Business Management (Lead Analyst)

Managing spends for a \$500M product portfolio within the organization with role varying from managing Headcount targets to optimizing datakey spends.

- **Business Management:** Manage tech portfolio dollar spends and keep them within target to assist leaders in efficiently manage their teams.
- **Cloud Spend Monitoring and Optimization:**
 - Created a tool in Power BI to monitor monthly spend trends with drill down capabilities to identify areas of cost optimization.
 - Created a cost optimization model for CUD (commit usage discount) management for lowering Compute costs by maximising discounts while maintaining flexibility for tech teams to optimize performance. This led to an annualized savings of \$5M.

Executive Insights & Reporting (Lead Analyst)

Supported the Leadership team to provide information on daily company performance, event performance and competitive analysis. The team was also responsible for assisting leadership to prepare for the quarterly earnings calls.

• Daily Performance Measurement: Analyze sales, margin, and inventory performance of the organization at a merchandizing and geographical level. Collaborated with respective business teams to understand the performance and prepared package highlighting action items for the Executive Leadership. • Competitive Analysis: Analyzed and summarized quarterly earnings reports of key competitors to keep executive leadership updated with market expectations and assist in preparations for analyst quarterly earnings call.	
Supply Chain Finance (Sr. Analyst)	
Managed expenses for various Supply Chain nodes. Gained exposure to operations of distribution, transportation, and last mile delivery network.	
• Monthly Expense Management: ○ Created expense reports for Distribution Warehouses, Domestic Transportation (Inbound and Outbound) and Last Mile Delivery. ○ Drove conversations with Operational leaders to gain business insights into spend variances to forecast and delivered detailed variance analysis to supply chain leaders. • Budgeting and Forecasting: ○ Drove budgeting and forecasting cycles for Distribution, Transportation and Last Mile delivery in close coordination with function and business heads. ○ Critical analysis of forecast or plan variance to ascertain the underlying reason, update assertions taken in prior cycles and fine tune forward looking rolling forecast.	
Stores Finance & Global Sourcing (Analyst)	
• Payroll Expense Management: Store staffing expense reports to manage payroll spends of 300,000+ employees across 1700+ stores with insights into headcount management and salary spends for both FTEs and Part Time employees. • Cost Out Reporting: Dashboard to help understand Margin and Inventory dollars benefit achieved from various Vendors at a Sourcing Office level either from a better bargain or a better product mix. Both help the company to move towards the Operating Profit goals for the year.	
Mu Sigma Business Solutions Pvt. Ltd. (Bangalore)	Sept '15 to July '16
Decision Scientist Trainee	
• Web Analytics: Understanding the user behavior on the website, deriving insights and recommendations to improve user engagement.	
Skills and Rewards	
Business Knowledge: Market Share Insights, Customer Insights, Retail Finance, Global FP&A, Supply Chain Finance, Store Finance, Data Analytics, Technology Business Management, Expense Management, Retail Analytics	
Tools: Excel, SQL, Power BI, Power Point, Think-cell	
Awards: Received multiple Spot Awards and Quarterly Excellence Awards (Team and Individual) at Lowe's. Recently won Annual Champions Award	

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