



Pragun Sahney

Management Consultant

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Noida, IN

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SUMMARY

7+ years experienced data analytics professional possessing a prolific track record of driving user growth, boosting user retention & enhancing market share by deploying latest technology components, techniques, and best practices. Adept at performing deep dive to gain actionable insights to benefit key stakeholders & facilitate sound decision-making while generating an error-free report. Proficient in data mining, data visualization and data optimizing to deliver compelling business value to clients & successfully execute projects.

PROFESSIONAL EXPERIENCE

Management Consultant

ZS Associates [May '17 - Present]

Noida, IN

Payer Contracting Project - Pfizer:

- Led a groundbreaking contracting initiative for a premier pharmaceutical powerhouse, driving the modernization of entrenched processes, encompassing thorough data enhancement and change management.
- Directed comprehensive workshops and discovery sessions to intricately evaluate existing procedures and illuminate client needs.
- Orchestrated a diverse team of 10 offshore professionals, utilizing sophisticated project management tools including Microsoft Project Planner, Jira, and Miro board.
- Spearheaded client interactions, conducting rigorous fit-gap analyses to precisely identify opportunities for project requirement harmonization and resolution.

AI Projects: Potential Patient Predictor

- Drove a team of **5 data scientists** in developing patient prediction models for a prominent pharmaceutical enterprise
- Utilized real-world data sources such as LAAD, Xponent, MMIT etc to engineer patient attributes tailored to specific diseases.
- Employed advanced techniques including model optimization (ROC curves), and model interpretability (SHAP plots, partial dependency plots).
- Identified potential patients for targeted interventions, facilitating strategic decision-making.

GenAI Solutions Demos:

- Showcased the effectiveness of GenAI solutions via a PA policy tracker, enabling clients to query the tool using prompts and gain actionable insights.
- Presented compelling demos to diverse stakeholders, highlighting the tool's capabilities and potential impact.

Pull Through Excellence:

- Instituted **Targeting Frameworks** for improved Access, Competitive Loss and Underperformance of the brands with respect to competitors using **LAAD, XPO, Plantrak** etc datasets
- Created "**Opportunity Engine**" for identifying opportunities and automated it using **Dataiku** thereby reducing the manual effort by **80-90%** .
- Designed and executed innovative strategies in collaboration with the onshore leadership team, contributing to the successful acquisition of new projects within the project's substream.
- Devised Tableau based **Impact measurement** dashboard by calculating the **Brand Lifts** calculated by using cohorts and reporting to the higher management
- Worked closely with clients as their **trusted partners** helping them to take strategic decisions alongside managing team internally

Forecasting

- Commenced a Tableau based tool for clients to visualize to business sales reports along with our team generated forecast, using **contracted sales and syndicated** (LAAD, SHS, XPO, SP and DDD) data sets, to take strategic business decisions

- Put together another **self serve excel based tool** which gives clients provision to do in-depth analysis of their trends and make tweaks to the projections for any important business decisions.
- Worked closely with the stakeholder and gave them appropriate **training** to utilize the tool in best possible way.
- Automated and operationalized the project using **EC2, Control-M and EMR**.
- **Directed and mentored** a team of 7 members in developing the forecasting methodologies and refreshing the tool.

Team Sizing

- Did Sizing projects for various **fortune 500 pharma** clients, and worked closely with the Top Management on day to day basis
- Forged frameworks to understand the **workloads** and team structure, and how it can be **reallocated** and **optimized**.
- Conducted various **interviews** in the client's companies to better understand the hierarchy and capacity utilization
- Constituted **workload build-ups, what if scenarios** and formed recommendations based on Industry benchmarks

Sales Reporting, Call Planning and RPA:

- Generating and sharing Daily/weekly/monthly sales reports on **MicroStrategy** and **Excel** for the client leadership as well the field team.
- Implemented **RPA**(Robotic Process Automation) in the refreshes where **1.5-2 FTEs** of effort was saved.
- Created **automated procedures** to automate the manual SQL queries and further reduced the manual effort using **VBA**
- Devised the **JIRA** tool in the project for structured allocation and quick resolution of the issues which resulted in the reduction of the resolution time by **50%**.
- Created Target files and supported the clients with their quarterly/semesterly **call planning** exercise
- Handling the **change management** systems and made sure that the changes are correctly reflecting on all the platforms and tables.
- **Lead** the Operations team from Delhi and was responsible for the growth of all the team members

EDUCATION

Post Graduate Diploma in Data Science

IIIT Bangalore [Oct '19 - Sep '20]

GPA 3.53/4

- **Course Modules:**
 - Data Analysis using SQL | Introduction to Python | Introduction to Machine Learning and Linear Regression
 - Business Problem Assignment | Building Automated Data Pipelines with Oozie/Airflow | Analytics using PySpark

Bachelor of Engineering

Thapar University [Jun '11 - Jun '15]

Punjab, IN

8.45 CGPA, Chemical Engineering

- Bagged merit based **scholarship**
- Scored **10 CGPA twice** in the program

Internships and Projects

CSIR-Indian Institute of Petroleum, Dehradun | 6 months | Jul'14-Dec'14

- Worked with **scientists** on the Project for **Useful Conversion of the Green house Gases to alternate of Diesel**, the project was sponsored by **GAIL**

United Breweries, Ludhiana | 2 months | Jun'13-Jul'13

- Hands on experience on the production of **Kingfisher Beer** from Fermentation till bottling for all it's variants

KEY SKILLS

- **Client Management** • **Project Management** • **Data Analysis**
- **Team Leader** • **Quality Assurance**
- **Data Mining** • **Leadership & Training** • **Process Improvement** • **Team Incubation** • **Data Visualization**

TECHNICAL SKILLS

Tools/Languages: MS Excel Advance, MS PowerPoint, MS Access, Dataiku, Python, SQL, Tableau, Amazon AWS