

# BABI PANJIKAR

## Analytics Solution Leader

### OBJECTIVE

**Enterprising Leader & Senior Analytics Professional with 23+ Years of Proven Success** | Recognized for leading global achievements through astute technology leadership, practice management, and strategic client consultation. Notable success in spearheading multimillion-dollar engagements across diverse international markets, including India, APAC, UK, US, and Canada.

### CONTACT

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### CORE COMPETENCIES

- BI Practice Management & Setup
- Analytics Solution Consultation & Architecture
- AI and Gen AI
- Data Analytics and Data Engineering
- Product Evaluations
- Solutioning and Consulting
- Business Analytics / Business Intelligence & Reporting
- Pre-sales Support (RFIs, RFPs, RFQs, Proposal & SOW Formulation)/ Proof of Concept
- Compliances & Data Governance
- Cost Reduction Initiatives, ROI & Business Value Maximization
- Client & Stakeholder Relationship Management
- Banking and Financial Services

### PROFILE SUMMARY

- Demonstrated excellence in leveraging cutting-edge technologies to engineer innovative solutions and provide strategic counsel, significantly impacting organizations across diverse business verticals. Proven track record in deploying technology-agnostic best practices, leveraging analytics, automation, and robust BI reporting frameworks to lead transformative initiatives. Acknowledged for driving strategic tech projects in dynamic environments with a key focus on elevating service delivery excellence, streamlining operations, and ensuring comprehensive P&L accountability.
- Practice management experience encompassing advanced analytics tools, digital cloud platforms, low code/no code solutions. Committed to cultivating versatile practices, championing technology-driven scalability, P&L accountability, and revenue optimization.
- Expertise in analytics delivery leadership in mid to large budget engagements across Finance, Investment Banking, Legal ALSP Markets, and Manufacturing Domains. Skilled in navigating cross-functional teams through tech delivery lifecycles, emphasizing the integration of adaptable solutions for data-driven decision-making. Key expertise in tech relationship management to refine processes, mitigate risks, and fortify internal controls.
- Passionate about AI and GenAI methodologies and adoption, advocating for low code/no code platforms and rapid development strategies to expedite manual process digitization.
- Achieved account/portfolio management of up to \$2 million for the analytics practice through strategic leadership and innovative solutions.
- Recognized with prestigious awards like the 'DWF - Innovative Mindset of the Year' (2020) and The Movers & Shakers Award (2018), Best Achievers award for pioneering transformative tech services.
- People Manager with innate capabilities in managing and nurturing high-performing, multicultural teams, fostering an environment of high morale and low attrition. Recognized for cultivating expertise and driving productivity through impactful tech training, mentorship, and motivational leadership in a flexible technology landscape.

### EDUCATION

IPBA-Integrated Program in Business Analytics from Indian Institute of Management (IIM), Indore in 2020

Executive MBA from University18 Business School/KSOU, Mysore in 2012

B.E. (Computers) from COCEE, Pune in 2000

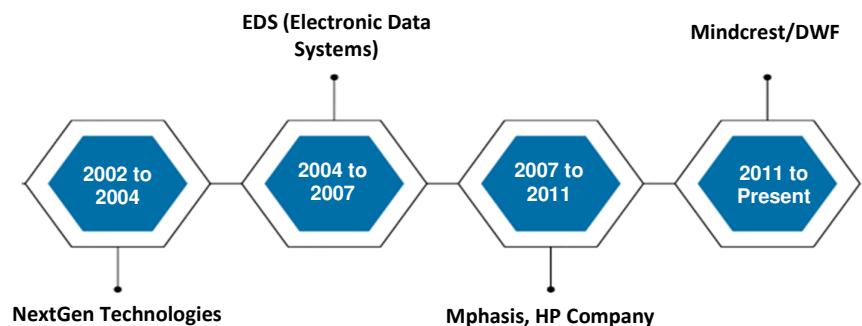
### CERTIFICATIONS

- **Quickbase Certified Professional**
- **Okta Certified Professional**
- **GAIQ- Certified Google Analytics IQ**
- **Negotiation Professional Certification** by American Negotiation Institute
- **GenAI for Project Managers** by PMI
- **OCP- Oracle Certified Professional**
- **EU Blue Card Network ID :517413**
- **Career Essentials in AI** by Microsoft.
- **AI for Org Leaders** by Microsoft

### PERSONAL DETAILS

**Languages Known:** English, Hindi, Marathi, Konkani, Sanskrit

### CAREER TIMELINE



## TECHNICAL SKILLS

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- **Data Science:** R, Python, ML, Statistical Modelling, Big Data Hadoop, Spark
- **Analytics Platform/Tools:** Microsoft Fabric, MS Power BI, Tableau, Qlik, MSBI
- **Databases:** MySQL, Oracle, MS SQL Server
- **Digital Cloud Platform:** Azure, Google cloud, salesforce (sales cloud), Okta, Quickbase, Workato, Zapier, MS power platform.

## WORK EXPERIENCE

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**Mar'11 to Present: DWF, Pune**  
**As Analytics Solution Leader (Vice President)**

### Significant Highlights:

- **Strategic Technology Leadership:** Provided strategic leadership by aligning analytics solutions with organizational objectives at the C-level.
- **Driving Profit & Loss Growth:** Spearheaded complete Profit & Loss growth for the analytics function, ensuring optimal financial performance and sustainable growth.
- **Implementation of BI, Analytics & Reporting Solutions:** Directed and implemented BI, analytics, and reporting solutions across all organizational divisions and entities achieving operational excellence and cost reduction by upto 30%.
- **Digital Transformation Leadership:** Actively supporting organization's digital transformation initiative by building an enterprise data warehouse and analytics solutions using Microsoft Fabric.
- **Strategic Planning & Consulting for Clients:** Provided strategic planning and consulting services for clients, offering analytics/data solutions and establishing SLAs and KPIs.
- **Engagement in Partner Collaborations & Onboarding:** Engaged in partner collaborations, leading analytics implementation and automation and onboarding of resources.
- **Effective Resource Management and Performance Oversight:** Effectively managed resources, overseeing performance management and providing mentorship for managers and emerging leaders.
- **Forum Representation and Knowledge Sharing:** Actively represented in forums and conducted training sessions on tools and best practices to promote knowledge-sharing events.

**Oct'07 to Feb'11: Mphasis, HP Enterprise Services (Erstwhile EDS), Sheffield, UK**  
**As Project Manager (Business Intelligence Reporting)**

### Significant Highlights:

- **Successful Reporting Projects for Public Sector Client:** Orchestrated successful reporting projects for a public sector client, contributing significantly to an annual revenue surpassing \$1M USD.
- **Efficient Global Resource Management:** Managed resources across the UK, Italy, and India, optimizing team efficiency and ensuring seamless collaboration for enhanced productivity.
- **Client Engagement and Quarterly Business Reviews (QBRs):** Conducted review meetings with clients and represented Quarterly Business Reviews (QBRs), promoting transparent communication and aligning with client expectations.
- **Business Intelligence (BI) Platform Delivery and Migration:** Led the delivery and migration of the Business Intelligence (BI) platform, ensuring a smooth transition and improved functionality.
- **Facilitating Onsite to Offshore Delivery Transition:** Facilitated the transition of project delivery from onsite to offshore locations, streamlining operations and optimizing cost-effectiveness.
- **Providing Technical Mentorship and Team Guidance:** Offered technical mentorship and guidance to the team, fostering skill development and ensuring high-quality project execution.

## PREVIOUS EXPERIENCE

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**Nov'04 to Sep'07: EDS (Electronic Data Systems), Pune**  
**As Project Lead/ Information Analyst (Business Intelligence Reporting) | BFSI / Capital Markets**

**Sep'02 to Nov'04: NextGen Technologies, Pune**  
**As Consultant | Financial Reporting**

**Jul'00 to Sep'02: S-Tronics, Pune**  
**As Sr. S/W Engineer | Applications development – Core Financials**