

PAVIKA SAINI

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ACADEMIC CREDENTIALS

2023 M. Sc. (Business Analytics) from Dublin Business School, Dublin, Ireland with GPA: 2:1

Majors: Financial Analysis, Business Intelligence, Machine Learning and Business Strategy

2019 B. Tech. (Computer Science Engineering) from Amity University, Noida, India

Majors: Artificial Intelligence, Business Process Modelling, Database Management

WORK SUMMARY

Sustainability Consultant - Freelance, Delhi India | April 2024 - Present

- Working as a consultant with Hara Jeevan for their programs with large corporations in achieving their Sustainable Development Goals (SDG) specifically aiming to meet climate action, sustainable communities, and clean energy benchmarks.
- Advising and managing programs for initiatives in reducing carbon footprint as part of corporate goals.

Brown Thomas Arnotts (Luxury Retail Company) Dublin, Ireland | Part-time Business Associate | Oct 2022 – Mar 2024

(working part-time during master's program)

- Surpassed targeted Key Performance Indicators (KPIs) through increased sales, optimized inventory turnover and overall revenue by enhancing customer engagement
- Generated customers' interest using different inventory marketing and visual merchandising techniques
- Managed cash register, trained and enriched customer service skills to serve higher end customers of the store.
- Augmented skills in operations such as inventory management while enhancing soft skills such as decision-making and accountability in matrix organization.

NatWest Group (Commercial Banking Company) Delhi, India | Customer Service and Operations Analyst | Apr 2020 – Aug 2022

- Performed checks at the time of account opening to ensure adherence with the Anti Money Laundering (AML) and Know Your Customers (KYC) regulations
- Received awards for achieving the highest productivity goals and recommending efficient workflow steps
- Contributed to the operations team's success of achieving 40% gains in overall revenue by increasing efficiencies in the financial banking operations by utilizing performance data analysis to eliminate process redundancies
- As a result of implementing process optimization initiatives, such as recognizing performance barriers and spearheading process improvements, achieved operational efficiencies by reducing processing time by 12%
- Conducted verification of UK and EU customer data by gaining proficiency in IBM BPM, Digidocs, and Hoo Yu verification tools

Hara Jeevan (Environmental Non-profit Organization) Delhi, India | Program Coordinator | May 2019 – Mar 2020

- Developed strategies for social entrepreneurship ventures, and established sustainable projects to present to clients, thereby enhancing the company's reputation and appeal
- Interacted with stakeholders through informative reports and presentations to provide valuable business insights and foster meaningful engagements
- Administered the execution of Corporate Social Responsibility initiatives
- Recognized for achieving cost savings by implementing a complex data transformation project
- Gained experience in preparing sales strategies and contributing towards enhancing business volumes & growth and achieving revenue & profitability with insights generation, data visualization, reporting, and presenting

SKILLS, AND INTERESTS

Business Analysis: Gap Analysis • Requirement Analysis • Document Drafting • Process Design As-is • Sales & Marketing

• Business Planning • Report Writing & Presenting

Data Analysis: Data Visualization • Data Insights • Business Insights • Insight Generation • Market Research

Business Intelligence: Tableau • Power BI • MS Excel • Dashboards • Forecasting

Programming: Python • SQL

Project Management: Project Planning • Project Coordination • Budgeting • Strategic Planning • Client Interaction

AWARDS AND ACHIEVEMENTS

Student Leadership Award | President of Dublin Business School Consulting Society | Jan 2023

Student Award Winner | Events Officer of DBS Sustainability Society | Jan 2023

Spot Ovation NatWest | Highest Productivity, Fraud Check, and Red Flag Check | May 2021

Star Performer NatWest | Highest achiever with most consistent performance achieving 93% productivity level | Sept 2020