

# Rahul Singh Karki

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## WORK EXPERIENCE

### 99acres (Info Edge (India) Limited)

Business Analyst

Noida, U.P.

August 2022–March 2024

- Managed Sales and Collection Reporting, including transitioning reports from Excel to Tableau dashboards. Developed automated Tableau reports for ad hoc requests, enhancing data visibility for Sales Representatives. Assisted the Data Engineering team in cleaning the database for improved data organization.
- Implemented Price Tracker and Renewal Reports to monitor revenue and sales across new and existing customers, with a specific focus on bestselling products, contributing to increasing the retention rate from 50% to 60-70% for selected products.
- Designed a Key Result Areas (KRAs) report for Sales Representatives to enhance the sales process, drive motivation through incentives, and foster a positive work culture, resulting in a 100% increase in sales and revenue for newer products.
- We integrated Sales and Collection data to enhance client-level insights, prevent cheque bounce incidents, and manage part payment systems with clients, thereby improving visibility for Sales Representatives.

### ZS Associates

Business Operations Associate

Gurugram, Haryana

January 2021–March 2022

Improvement Team

- Handling the front-end of FALCON (Project effort and costing estimation management application), weekly refreshing inventory excel report and tableau dashboard and fixing bug, ad hoc and enhancement from clients related to deliverables
- Introduced MS (Managed Services) and combining with T&M system (Falcon) for all financial costing between ZS and its pharmaceutical clients, which leads to optimize the project costing from 60% to 75% in 3 months
- Creating a comparable costing analysis report for 25+ internal team to resolve the existing issue in cost and workforce, increasing the effort estimation submission from 60% to 85% in 6 months

Commercial Excellence Team

- Started my work as apart office members team for a rare diseases project which involved targeting for 4 diseases and 5 mature medicines covering \$3-4bn of business annually across 50+ states of US
- Weekly/Monthly release of total of eleven reports and dashboards on HCP and account level, helping the pharmaceutical sales representatives in targeting the required segment for better output
- Cleaning the source data received from 4-5 sources using sql, so that it can be used in pre-defined automated DSS flow, increasing the efficiency of reports upto 10-15%

### Prism Cement Ltd

Assistant Engineer

Satna, M.P.

November 2020–January 2021

- Performed time cycle study on bauxite mines for 4 weeks which increases the efficiency of extraction from 75% to 85-90%
- Performed drill hole pattern study for 3 weeks to increase the efficiency of explosives during blasting

## LEADERSHIP EXPERIENCE

### Mining Engineering Society (MES)

Head Coordinator

N.I.T Raipur

August 2019–May 2020

- Coordinated events such as debate and audit meetings with team members regarding sustainable and eco-friendly coal and metal mining methods

### Newton Academy Pvt Ltd

Subject Matter Expert (Mathematics and Chemistry)

Raipur, C.G.

August 2018–March 2020

- Provided regular classes and doubt sessions to senior and higher secondary students for schools and preparation on exams like JEE Mains and Advance

## EDUCATION

### National Institute of Technology

B.Tech in Mining Engineering (GPA:6.7)

Raipur, C.G.

Graduation Date: June 2020

### Kendriya Vidyalaya Sangathan

Senior Secondary, CBSE (Percentage:87.6)

Bilaspur, C.G.

Completion Date: May 2015

### Kendriya Vidyalaya Sangathan

Higher Secondary, CBSE (CGPA:9.2)

Bilaspur, C.G.

Completion Date: May 2013

## SKILLS & INTERESTS

**Skills:** Microsoft Office (Excel, Word, PowerPoint) | SQL | Tableau | Python (Basic) | DSS (Basic)

**Interests:** Volleyball, Badminton, Vedic Math

