Harsh Raj

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SUMMARY

Assistant Manager with 3 years of proven expertise in the banking and healthcare industries. Possesses in-depth knowledge of banking products, financial analysis, and exceptional operational skills.

EXPERIENCE

Assistant Manager | Bank of America
December 2022 - Present, Gurugram, Haryana, India

• Collaborated directly with the Assistant Director to provide valuable insights on FRTB, FR VaR of trading accounts, and the Master Product List.
• Demonstrated strong analytical skills by identifying, reporting, and resolving data quality issues across teams and stakeholders using an efficient framework. Managed 10+ controls with 100% accuracy by implementing new control.
• Successfully upgraded various trade groups through data analysis, addressing data gaps, and anomalies in alignment with testing strategies and acceptance criteria and produced comprehensive design documentation.
• Led Excel and VBA automation, achieving up to 95% time savings weekly.

Business Operations Associate | ZS Associates
July 2021 - October 2022, Gurugram, Haryana, India

• Leveraged analytics expertise to support Healthcare clients in the US market with specialty drug product revenue of $2B, delivering predictive models.
• Successfully led the transition of HIV PrEP therapy ETL processes from CAH (analytics platform) to AWS, streamlining operations and enhancing data accessibility.
• Served as a single point of contact for therapy sales and marketing analytics, handling over 100 ad-hoc requests and updating real-time KPIs.
• Designed predictive models to identify key top-line drivers for a new specialty drug launch, enabling management to revise brand strategy and address declining revenues effectively.
• Led ETL automation using Alteryx, SQL, Advanced Excel, and VBA, saving ~100 hours/month.

Business Operations Associate intern | ZS Associates
January 2021 - June 2021, Gurugram, Haryana, India

• Provided analytics support to a leading USA pharmaceutical company within the Analytics and Process Optimization team.
• Successfully automated and enhanced multiple ETL processes using Alteryx, SQL, Advanced Excel, and VBA, resulting in significant time savings of approximately 35 hours per month.
• Created a comprehensive benchmarking database to track therapy brands, serving as a reliable point of reference for commercial analytics projects. Analyzed and addressed more than 25 requests utilizing the database.

EDUCATION

Bachelor of Technology in Computer Science and Engineering | SRM Institute of Science and Technology
Tamil Nadu, India, 2021

PUBLICATIONS

REDUCING CLOUD WORKLOAD COSTS IN GEOGRAPHICALLY DISTRIBUTED DATA CENTERS WITH GEOSCHED | IEEE Library
2023

• A workload provisioning framework for low-latency, cost-efficient cloud services across global data centers. Optimizing cloud service provisioning across global data centers for low-latency and cost-effectiveness.

PROJECTS

Retail Expansion Strategy | **SRM University**

February 2021 - March 2021

• Led the development of a comprehensive Power BI project to identify new avenues of expansion, revenue growth, and profit potential for a retailer and generate a mode model to successfully increased the target market size by 50% and improved revenue potential by 25% through data-driven insights.

• Employed advanced analytics techniques to collect, analyze, and interpret crucial data, enabling informed and strategic business decisions.

• Facilitated the roll-out of a new retail expansion strategy based on data-driven insights, maximizing the efficiency of resources by 20%.

Anime Sentiment Analysis | **SRM UNIVERSITY**

December 2020 - January 2021

• Utilized Python's natural language processing to analyze user reviews sentimentally, achieving 87.5% accuracy with F1 scores for model precision and recall.

• Deployed Sentiment Analysis model to a live API and integrated into an interactive dashboard for real-time user sentiment visualization.

• Automated sentiment analysis with a web-scraping script, processing 6,000 user reviews from 10 websites into 8 sentiment classes.

CERTIFICATIONS

Alteryx Designer Core Certification | **Alteryx**

2023

Attained Alteryx Designer Core Certification, showcasing proficiency in utilizing Alteryx Designer for data preparation, blending, and advanced analytics to deliver efficient and data-driven solutions.

HANDS-ON TABLEAU TRAINING FOR DATA SCIENCE | **Udemy**

2021

Conceptualized and created multiple dynamic Tableau dashboards to assist ZS team(Process Operation team) brand tracking and decision making.

VOLUNTEERING

Committee Head | **SRM UNIVERSITY** | **AARUUSH**

September 2018 - September 2019

• Organized Aaruush, the National Level Techno-Management fest of SRMIST, with an audience of 1500+ attendees and 40+ events, in 2020.

• Maintaining the synergy between the lower ends of the hierarchy and the fest organizers.

• In the position, Led a team of 20+ students and managed 10+ events from ideation to implementation. Successfully achieved and adhered to the timelines and the allocated budget for organizing the event.

Web Developer | **SRM University** | **CSE ASSOCIATION SRM**

July 2018 - September 2018

• Lead in technical/managerial role ranging from design, development, and problem-solving to production support.

• Developed various user-friendly web pages using ReactJS, HTML5, JavaScript, and CSS3, and applied best practices for cross-browser.

• Successfully conducted ULTRON managed conducting the event on 100% online mode for the first time in CSEA's History with over 100+ participants, increasing participation by 29% in comparison to the prior event.

SKILLS

Python · Alteryx · SQL · Tableau · Microsoft Excel & PowerPoint · Google Suite· Management Consulting · Global Client Management · Project & Team Management · Business Analysis · Business Intelligence (BI) · Metrics Reporting · Jira · Operational