MOHIT SHARMA

Decision Scientist | Business Analyst

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XXXX, India

Leading data-driven decision-making and innovation through advanced AI techniques, delivering impactful solutions in retail merchandising and supply chain optimization.

♦ DATA SCIENCE
♦ RETAIL MERCHANDISING OPTIMIZATION
♦ AI & MACHINE LEARNING
♦ SUPPLY CHAIN MANAGEMENT

EXECUTIVE PROFILE

- **Over 13 years of experience in the Retail and CPG industry,** specializing in data science and AI-driven decision-making.
- **Proven expertise in developing and implementing AI products**, with a strong focus on retail merchandising and supply chain functions.
- Skilled in advanced statistical concepts, machine learning algorithms, and programming languages such as Python, R, SQL, and Advanced Excel.
- Demonstrated ability to lead cross-functional teams, drive innovation, and deliver high-impact solutions that enhance business performance.
- Aspires to lead transformation projects, applying AI and data-driven decision-making to achieve overall improvements and drive business success.

LEADERSHIP PHILOSOPHY:

Champions a collaborative approach, fostering a culture of continuous improvement and innovation within teams.

Leads by example, emphasizing integrity, accountability, and data-driven decision-making to achieve organizational goals.

UNIQUENESS:

Combines deep domain knowledge with technical expertise to drive transformational projects in retail and supply chain.

Exceptional ability to translate complex business problems into actionable analytics solutions, ensuring strategic alignment and business value.

CAREER HIGHLIGHTS

- **Led AI-driven Transformation Projects**: Spearheaded multiple transformation engagements, applying advanced AI and ML techniques in retail merchandising and supply chain for significant operational improvements.
- **Developed Advanced AI Products:** Instrumental in the development of the TCS Optumera product, including backlog creation, prioritization, and algorithm design, resulting in enhanced product efficiency.
- **Innovative Solutions with Generative AI:** Currently leading efforts to leverage Generative AI for retail solutions, driving innovation and improving product functionalities.
- Exceptional Customer Engagement: Successfully led numerous in-person and offshore customer engagement consultations, workshops, and sales engagements, resulting in increased customer satisfaction and business growth.
- Award-Winning Innovation Leadership: Recognized with multiple innovation awards within TCS for driving cutting-edge technological solutions in retail merchandising.
- Successful Proposal Management: Involved in the creation and successful management of numerous proposals, including RFIs and RFPs, enhancing business development and client acquisition.
- Collaborative Cross-Functional Leadership: Effectively led cross-functional teams, ensuring seamless collaboration and high-quality deliverables across various projects.
- Data Science Expertise: Demonstrated exceptional proficiency in advanced statistical concepts, machine learning algorithms, and programming languages such as Python, R, and SQL.

TECHNICAL PROFICIENCY

- Advanced Statistical Concepts
- Python | R | SQL | Hive | Tableau | R shiny
- Linear & Logistic Regression
- Decision Trees – CHAID, CART, RF, XGBoost
- Advanced Excel
- Central Measures of Data
- Generative AI

MANAGEMENT SKILLS

- Logical Reasoning
- Innovation Leadership
- Collaborative Approach
- Strategic Planning
- Efficiency Optimization
- Customer Engagement
- Cross-Functional Team Leadership
- Problem Solving
- Continuous Improvement

2011
PGPM | OPERATIONS & IT
XXXXX Institute of Management | Chennai

2006
B.E. | Electrical & Electronics
XXXXX| Manipal

C E R T I F I C A T I O N S

2021
DEEP LEARNING SPECIALIZATION
Coursera

2009
SUN CERTIFIED JAVA PROGRAMMER

P R O F E S S I N A L D E V E L O P M E N T

Advanced AI and ML Workshops:
Participated in various advanced AI and ML workshops to stay updated with the latest trends and technologies in the field.

Continuous Improvement Initiatives:
Actively involved in continuous improvement initiatives within Tata Consultancy Services, focusing on efficiency and process optimization.

C O M M U N I T Y I N V O L V E M E N T

AI and Data Science Mentor:
Volunteered as a mentor for AI and Data Science enthusiasts, providing guidance and support to aspiring professionals in the field.

W O R K H I S T O R Y

DEC'11 - PRESENT **Tata Consultancy Services |** Chennai & Bangalore
Decision Scientist

- Spearheaded efforts to build offerings for the retail industry leveraging Generative AI.
- Led business and data science teams for various customer product suite implementations, ensuring the delivery of high-quality solutions.
- Developed and implemented new algorithms for the TCS Optumera product, enhancing its functionality and accuracy.
- Supported proposals from a functional and data science perspective, contributing to successful business development efforts.
- Collaborated with research and functional teams to build and refine new algorithms, ensuring their alignment with business needs.
- Managed algorithm troubleshooting and customer issue resolution using R and Python.
- Automated repeatable tasks, improving efficiency and accuracy in data analysis processes.

OCT'14 – MAR'16 **Offshore Functional Consultant |** Espoo, Finland

- Enhanced the quality of reports for Customer Logistics and Master Planning.
- Coordinated with internal teams to resolve issues and improve report accuracy.
- Designed business requirements for an automated data quality check tool.
- Conducted UAT for new developments, ensuring their alignment with business needs.
- Assisted support teams in understanding the business perspectives of reports.

JUN'14 – OCT'14 **Offshore Functional Consultant |** Chennai

- Developed business concepts for various reports, focusing on Sales and Merchandising.
- Conducted business sessions to gather requirements & ensure alignment with project goals.
- Prepared business documentation for multiple EIM projects, supporting project execution.

JAN'13 – MAR'14 **Offshore Lead Business Analyst |** Kolkata

- Travelled to Moscow, Russia, to identify KPIs and gather requirements for a greenfield BI implementation project.
- Consolidated requirements across multiple markets, building a core system functionality.
- Led brainstorming sessions to identify and consolidate KPIs, enhancing project outcomes.
- Prepared test scripts for UAT and user manuals, supporting successful project delivery.

DEC'11 – JAN'13 **Business Analyst in Product Development |** Chennai

- Built an analytic engine layer to derive business insights, supporting product development.
- Designed product functionality, identifying and building KPIs and KPI trees.
- Supported the sales team with product positioning and functional specifications.

E A R L I E R R O L E S

MAY'11 – NOV'11 **MindTree |** Chennai & Bangalore
Business Analyst

- Worked on various projects, focusing on business analysis and process improvement.

JUN'06 – APR'10 **Dell Perot Systems |** Bangalore
Configuration Manager | Controller

- Managed configuration processes for various travel industry projects.

A W A R D S & H O N O U R S

- **Innovation Award, Tata Consultancy Services:** Recognized for innovative retail solutions.
- **Innovation Competition Winner, Tata Level**: Awarded for advanced AI/ML techniques.
- **Multiple Patents Co-owner:** Co-owner of patents in retail merchandising.
- **Top Performer Award, Tata Consultancy Services:** Exceptional contributions to customer engagements.