

NAVAL SINGH

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PROFESSIONAL SUMMARY

Analytics & Insights Manager with 10+ years of experience delivering data-driven solutions across Insurance, Manufacturing, and Energy sectors. Expertise in **Power BI, Power Apps, Power Automate, Business Intelligence, and Process Automation**, with a proven track record of delivering **100+ projects**, driving **\$15Mn+ annual business impact**, and saving **3,000+ man-hours** through analytics and automation. Skilled in translating complex business problems into scalable solutions, building executive reports for senior stakeholders, and leading cross-functional teams to enable data-driven decision making.

TECHNICAL SKILLS & LEADERSHIP

Core Skills:

- Consumer Insights, Market Intelligence, Stakeholder Engagement, Business Intelligence, Data Analytics & Visualizations
- **Power BI** – Data Transformation, ETL & Data Modeling, Power Query, DAX (Measures, Calculated Columns, Parameters), RLS (Static & Dynamic), Workspace & App Management, Dashboard & Report Development, Bookmarks, and Performance Optimization.
- **Power Automate** – Flows (Instant, Automated, Scheduled), Connectors (SharePoint, Excel, Emails, Teams, Work Flows), Functions (Compose, CSV Table, Variables, Conditions, Each), Parallel Branching, Power BI Integration.
- **Power Apps** – Canvas Applications, Collections, Form & Gallery Control, Delegation Optimization, Functions (Patch, Lookup, Filter), Responsive UI Design, Power Automate Flows Integration, Approval Work Flows, Dynamic Page Security.
- Excel (Pivot Tables, VBA, Macros, Advanced Formulas), PPT (Business Decks, Animations), SAP (MM & SD Module, FIORI)

Strategic Leadership:

- Analytics Road map & Governance, Stakeholder Management (SVP/MD Level), Cross-functional Collaboration
- Led Data Science & Analytics delivery, executing 100+ projects in 12 months while standardizing enterprise reporting.

Tools & Platforms:

- Power Platform (Power BI, Power App, Power Automate), Azure (Fundamentals), SharePoint, Lists, Forms, Fabric (Basic)
- SQL, Python, Tableau, Looker Studio, SAP (Fiori, MM, PP & SD Modules), Salesforce, Dynamics CRM & OneLake (Basic)

CERTIFICATIONS

- **Power BI Data Analyst Associate (PL300)** – Microsoft
- **Power Platform Fundamentals (PL900)** – Microsoft
- **Project Management Professional (PMP)®** – Project Management Institute (PMI)
- **PMI Professional in Business Analysis (PMI-PBA)®** – Project Management Institute (PMI)
- **Azure Data Fundamentals (DP900)** – Microsoft
- **Lean Six Sigma Black Belt** – Government of India (GOI)

WORK EXPERIENCE & KEY PROJECTS

- **Analytics & Business Insights Manager** | *Marsh McLennan* Oct 2024 – Present

Enterprise Reporting & Analytics Automation

- Designed and implemented end-to-end automated reporting solutions using **Power Apps, Power Automate**, and Excel, eliminating manual effort across **7+ business practices**.
- Built executive **Power BI** dashboards to monitor revenue growth, portfolio mix, key business KPIs, and forecast vs. actual performance for **90+ senior stakeholders**.
- Led analytics delivery for **100+ projects** over the past year, generating an annual revenue impact of **\$15Mn USD** and saving **3,000+ man-hours** through process automation and reporting standardization.

PMO Tool – Project WorkNest (Apr 2025 – Sep 2025)

- Built a PMO Power App enabling project intake tracking, resource utilization, and capacity planning with integrated stakeholder feedback.

- Adopted by **300+** colleagues across 15 sub-teams of IKS Analytics; replaced manual spreadsheet-based tracking entirely.

- **Market & Business Intelligence** | *Aker Solutions* Dec 2023 – Sep 2024

Strategic Scenario Analysis – Industry & Market Intelligence

- Developed a **scenario analysis framework** charting company's direction to 2030 using data from IEA, IANS, BP, Shell, and Equinor.
- Created **executive-ready market intelligence presentations** summarizing industry growth trends, competitive benchmarking, and strategic business risks.
- Delivered actionable intelligence supporting leadership's investment planning and resource prioritization decisions.

- **Business Analyst** | *Yokohama OHT* Sep 2022 – Dec 2023

Product Profitability & Market Performance Analysis

- Performed product profitability and market performance analysis across global regions; identified revenue opportunities resulting in **14 New Product Requests, \$16M** projected business value.
- Built automated **Power BI dashboards** for revenue, profitability, and regional KPI tracking, improving **product launch efficiency by 25%**.

Brand Integration Initiative – Yokohama-Trelleborg (Jan 2023 – Aug 2023)

- Led forecasting and demand planning for **4000+ SKUs** using historical sales trends and regional demand indicators.
- Developed multi-tier brand strategy preventing channel cannibalization in a **\$115M revenue merger**.

- **Customer Quality & Insights** | *CEAT Limited* Jun 2017 – Sep 2022

Digital Transformation – Customer Service & OEM Reporting (Sep 2021 – Apr 2022)

- Spearheaded CEAT's digital transformation covering claims processing, sales tracking, and OEM performance ratings.
- On boarded global OEMs including AGCO; boosted Customer Satisfaction Score by **19%** and OEM Supplier ratings by **12%**.

OEM Performance Reporting & Stakeholder Analytics

- Managed **performance reporting for 14 OEM accounts** – monthly business reviews for JCB, Mahindra, TATA, TAFE.
- Optimized customer complaint resolution; reduced **turnaround time by 40%** and improved **satisfaction metrics by 15%**.
- Improved response time to **market opportunities by 20%** through automated dashboards and regional sales analysis.

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- **Technician (Off-Role)** (Aug 2016 – May 2017) – Served as a Trainee in Operations & Maintenance at HEC Limited, supporting equipment operations and preventive maintenance activities.

AWARDS

- **Outstanding Team Awards 2025** | Marsh McLennan | Mar & Dec 2025 – For setting up Marsh US Data Science & Analytics team and delivering key projects to various practices.
- **Award of Excellence** | Yokohama OHT | Jul 2023 – For building Profitability & NPR Dashboard for LATAM and MEA.
- **Star Performer for the Year** | CEAT Limited | Apr 2022 – For digitizing CEAT Claims and Sales Tracking Processes.

EDUCATION

- **Executive Program in Leadership & Change Management** | *IIM Lucknow* Dec 2025 – Oct 2026
- **PGDM in Business Analytics** | *IMT Ghaziabad* Jan 2022 – Dec 2023
- **B.E. in Electrical and Electronics Engineering** | *MIT Bhopal* Jul 2018 – Jun 2021
- **Technical Diploma in Electrical Engineering** | *Govt. Polytechnic Ranchi* Jul 2013 – Jul 2016