

Divyansh Shukla

26, Male

Email: - divyansh.940@gmail.com | Contact No: - +91 8871594427

LinkedIn URL: - <https://www.linkedin.com/in/ds940/>

Profile Summary

Highly motivated and result-oriented MBA with strong academic background and experience in data analysis, market research and financial analysis. Proven ability to leverage technical skills to generate actionable insights, streamline processes, and implement data-driven decisions. Adept at managing stakeholders, collaborating, and functioning at dynamic environments.

Work Experience

Techlance Medical Tech

Business Analyst

Remote

November 2024–Present

- Conducted market and competitor analysis across healthcare solution providers, shaping the product roadmap.
- Collaborated with engineering and marketing team to translate client requirements into functional specifications.
- Designed and automated Excel and Power BI dashboards to track the project, improving reporting speed by 30%.
- Streamlined internal processes for project documentation and client reporting, reducing turnaround time by 25%.
- Partnered with leadership to prepare financial and operational models for early-stage pilots, helping reduce costs by 8%.

Harmony United Medsolutions Pvt Ltd.

Manager Accounts Receivable

Hyderabad, Telangana

March 2024–October 2024

- Managed all the financial operations of the company, including accounts receivable, accounts payable and accounting.
- Collaborated with CEO and other department heads to drive strategic initiatives, reducing account receivable by 18%.
- Spearheaded team of 25 to streamline and optimize organizational processes, contributing to 12.5% increase in efficiency.
- Conducted financial analysis to evaluate performance of company, resulting in 25% reduction in operating expenses.
- Leveraged Python, SQL and Power BI for data analysis and customer segmentation, causing 10% increase in client base.

HDFC Bank Ltd.

Manager (Business Banking – Working Capital)

Gurugram, Haryana

June 2023–March 2024

- Conducted Financial and Business Analysis of small and medium enterprises to check their creditworthiness.
- Managed portfolio of 5 clients of value INR 1 billion and ensured proper documentation for sanctioning of cash credits.
- Developed and maintained financial models to monitor credit performance of clients and identify potential risks.
- Performed data analysis on customer transactions to identify credit risks, leading to 15% reduction in delinquencies.

Internship

KJS Cement Ltd.

Business Analyst Intern

Satna, Madhya Pradesh

May 2022–June 2022

- Conducted Market Research with the sample size of 50 retailers for competitive analysis and brand positioning.
- Aided in optimizing marketing and advertising process and measured the ROI of different marketing activities.

Education

Indian Institute of Management (IIM), Sirmaur – MBA

July 2021–April 2023

Devi Ahilya Vishwavidyalaya – B.E, Mechanical Engineering

July 2017–July 2021

Certifications

- Citi Finance Job Simulation (February 2025):** Risk analysis and performance measurement.
- Google Business Intelligence (November 2023):** Insights generation, BI tools, data-driven strategy.
- Data Analytics Course (IIT Guwahati) (July 2023):** Data visualization, market/consumer trend analysis.

Skills

Competencies: Financial Planning & Analysis, Data Analysis, Data Visualization, Risk Management, Business Intelligence

Technical Skills: Python, Power BI, SQL, SPSS Statistics, Advanced Microsoft Excel

Soft Skills: Stakeholder Management, Collaboration, Adaptability, Problem Solving, Time Management, Communication

Additional Information

- Received Letters of Recommendation from Credit Manager of HDFC Bank and Professors of IIM and IET-DAVV.
- Achieved Merit Certificate by Analytics Club, IIT Guwahati for being in top 25 percentile in Data Analytics Course.
- Secured 2nd position in Financial Analytics quiz of Anvay, Annual Analytics Conclave, among 600 competitors.
- Honored with Excellence Certificate by former HRD Minister Smriti Irani for academic performance in 10th standard.