

TEJASWA SHARMA

BUSINESS & DATA ANALYST

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PROFESSIONAL SUMMARY

Data Analyst who turns messy multi-entity financial and business data into decision-ready insights for C-suite and investors. 3+ years owning MIS, dashboards, and reconciliation across India, MENA, and the US — cut monthly close time by 40%, improved reporting accuracy by 30%, and built the analytics behind ₹37 Cr+ in fundraising.

KEY SKILLS

Financial MIS & Reporting | GTM & Product Analytics | Cohort & Retention Modeling | Investor Analytics | Business Strategy

TECHNICAL SKILLS

Power BI, Looker Studio, Tableau, Advanced Excel | SQL, Python (Pandas, Seaborn), Power Query, VBA/Macros | PostgreSQL, GitHub | AI coding assistants (Claude Code, Codex), agentic workflow orchestration, LLM-assisted automation

EXPERIENCE

Assistant Manager – Data Analyst (Finance) | EMB Global | Gurugram May 2025 – Present

AI-powered B2B marketplace backed by Alpha Wave Global, DST Global, Chiratae Ventures.

- Sole owner of company-wide MIS — consolidated revenue, cost, and margin data across 3 geographies into one reporting framework used weekly by the CEO and CFO.
- Cut monthly close time by 40% by automating revenue-to-collection reconciliation using Python, Power Query, and AI-assisted data validation.
- Built dashboards used weekly by 4 department heads to track ₹15 Cr+ revenue pipeline, hiring costs, and campaign ROI.
- Presented LTV/CAC and retention analytics to the board, directly supporting a ₹4 Cr fund infusion and clean audit outcomes.

Senior Associate – Data Analyst (Finance) | EMB Global | Gurugram Apr 2024 – Apr 2025

- Built the MIS framework from scratch for 4 entities (India, UAE, KSA, US), replacing ad-hoc spreadsheets with structured monthly reporting.
- Wrote Power Query and VBA automations that eliminated 30% of manual reporting errors and saved ~15 hours/month.
- Created investor data rooms for ~₹33 Cr in fundraise rounds — revenue models, cohort curves, and diligence decks used directly by VCs.

Senior Associate – Data Analyst (Sales) | EMB Global | Gurugram Oct 2023 – Mar 2024

- Replaced manual weekly sales reports with live Zoho CRM + Looker Studio dashboards, freeing 60% of reporting time for the sales team.
- Ran ROI/CAC analysis that helped sales leadership reallocate spend and lift collection rates by 35%.

Research Analyst – Associate (Business) | EMB Global | Gurugram Oct 2022 – Sep 2023

- Grew the Gaming vertical from zero to ₹60 L/month by mapping competitor gaps, pricing benchmarks, and partner targeting criteria.
- Built Tableau dashboards for sales KPIs and structured a supply-side database of 400+ partners, cutting selection time by 50%.

Growth Intern | EMB Global | Gurugram Jul 2022 – Sep 2022

- Closed 10+ partnerships (₹54 L pipeline) in first 3 months; built MIS and diligence packs that directly fed the Series A raise.

PROJECTS

- Cohort Retention & LTV Modeler:** Python tool used by finance to track ₹40 Cr+ in retention, with channel-wise heatmaps and LTV/CAC visuals shared in board decks.
- AI-Powered Personal Automation Agent:** Personal productivity agent using Claude API — automates expense parsing, habit tracking, and daily task scheduling via cron.
- Custom Analytics Dashboards:** Deployed interactive analytics apps (PostgreSQL + Vercel) used internally to explore business metrics without BI tool access.

EDUCATION & CERTIFICATIONS

BCA | Maharaja Surajmal Institute, GGSIP University, New Delhi | 79%

2019 – 2022

CERTIFICATIONS | Google Data Analytics (Coursera) | IBM Generative AI Fundamentals (Coursera)