

AAKASH SINGH DAHIYA

ANALYTICS · DATA AUTOMATION · BUSINESS STRATEGY

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PROFESSIONAL SUMMARY

Analytics and digital transformation professional with 3+ years of experience solving real business problems through data, automation, and decision-support systems. At AquAgri (IFFCO Group), built enterprise MIS infrastructure, conducted commercial analysis that drove measurable revenue outcomes, and deployed AI-enabled tools adopted across sales, procurement, compliance, and field operations. Strong in translating messy data into clear insights, identifying root causes, and building systems that reduce manual effort and improve reporting accuracy. National-level case competition winner; biochemistry foundation with strong quantitative and structured problem-solving skills.

CORE SKILLS

Analytics & Strategy: Business Analysis | Strategic Problem Solving | Commercial Intelligence | Financial Analysis | Market Research | KPI Frameworks | Data Storytelling

Primary Tools: Advanced Excel | Power BI | SQL | Python | Tableau

Platforms: Microsoft Fabric | Power Automate | Dynamics 365 Business Central | AWS

Data Operations: Data Quality Management | Data Lineage | Reconciliation Controls | Root Cause Analysis | Data Pipeline Automation | Audit Trails | Reporting Governance

AI & Automation: AI-Enabled Workflow Automation | LLM Applications | Anomaly Detection | Process Standardisation | Web Scraping (Python)

Soft Skills: Stakeholder Management | Executive Reporting | Cross-Functional Collaboration | Structured Problem Solving | Ownership Mindset

PROFESSIONAL EXPERIENCE

AquAgri Processing Pvt. Ltd. (IFFCO Group)

June 2024 – Present

Specialty agri-input business | Revenue ₹280 Cr (FY25), Target ₹360 Cr (FY26)

Assistant Manager – Analytics, MIS & Digital Transformation | New Delhi

- Designed and operationalised enterprise MIS and Power BI dashboards across 6 SBUs (sales, receivables, inventory, procurement, production, field operations), automating data workflows via Microsoft Fabric and reducing manual reporting effort by ~70% while delivering auditable, real-time KPI visibility to senior leadership.
- Business Analysis — Carrageenan & Seaweed Powder (₹10+ Cr portfolio):** Conducted structured end-to-end analysis identifying 40%+ customer inactivity, pricing erosion (avg. realization down ~15% over 3 years), revenue concentration risk (top-10 accounts at 91–93% share), and weak event-marketing ROI. Recommendations directly contributed to reactivating a dormant account that generated Q1 FY27 revenue exceeding 50% of its entire prior-year sales, and supported pricing renegotiation to recover lost margin.
- Built and deployed Compliance Monitor Pro, an internal web application tracking 500+ compliance obligations across 10+ departments and subsidiaries, with automated tiered reminders at 90/30/7/3 days and manager escalation workflows — saving 10–15 manual hours weekly and providing an auditable governance trail for management.
- Designed automated data pipelines and automated MIS workflows connecting transactional source data to financial reporting outputs, establishing data lineage traceability across the sales-to-receivables cycle and reducing reconciliation discrepancies between operational records and management accounts.
- Developed Python-based competitor price intelligence engine monitoring 50+ SKUs across Amazon, Moglix, and 8+ distribution portals with daily automated anomaly alerts — enabling same-day commercial responses to competitor pricing shifts and supporting data-backed pricing negotiations.
- Led functional rollout of a seaweed field procurement platform across 30+ collection sites and 10+ field officers in Tamil Nadu and Sri Lanka, standardising data entry workflows, eliminating duplicate records, and improving procurement data accuracy for ~200 MT monthly sourcing operations.
- Built AI-enabled seaweed and biostimulant market intelligence portal aggregating industry news and tenders by keyword, adopted for daily use by marketing and R&D teams, reducing manual research effort and accelerating opportunity identification.
- Deployed workflow automation using Dynamics 365 Business Central and Power Automate for ERP-based inventory and receivables triggers, anomaly alerts, and automated follow-ups — reducing manual intervention by ~50% across MIS and operational workflows.

RK Healthcare Pathlab

Nov 2020 – Jul 2022

Data & Documentation Analyst | Regulated Diagnostic Laboratory | New Delhi

- Maintained data quality and documentation controls for 40+ daily patient records in a regulated diagnostic laboratory, performing validation checks, enforcing documentation standards, and ensuring audit-ready reporting outputs across all operational records.

Univest

Summer 2023

Data Analytics Intern | Fintech

- Conducted data analysis on digital marketing campaign performance using SQL-driven dashboards and Metabase; identified tracking pipeline data quality issues and optimised reporting accuracy, contributing to a 25% CTR increase, 20% improvement in customer retention, and 15% gain in campaign ROI.

KEY PROJECTS

Compliance Monitor Pro — Web Application | AWS | Internal Workflow Automation

- End-to-end build and deployment of an internal compliance tracking web app with role-based access across 10+ departments, covering 500+ control items with automated multi-tier reminders and manager escalation workflows; internal training delivered, hosted on AWS. Saved 10–15 manual governance hours weekly.

Competitor Price Intelligence Engine — Python | Web Scraping | Automation

- Python scraping engine monitoring 50+ SKUs across 10+ competitor platforms (Amazon, Moglix, distributor portals) with daily automated price-change alerts and historical trend analysis, enabling faster and more data-backed commercial decisions.

Seaweed Procurement Analytics Platform — Power BI | Field Operations | App Implementation

- Led functional rollout of a procurement tracking app across 30+ sites and 10+ field officers in Tamil Nadu and Sri Lanka; standardised data capture, enabled site-level performance benchmarking, and improved visibility for ~200 MT monthly seaweed procurement.

AI-Powered Market Intelligence Portal — Python | AI Automation | Search Workflows

- Built AI-enabled portal aggregating seaweed and biostimulant industry news and government tenders by keyword; daily usage by marketing and R&D reduced manual scanning effort and surfaced strategic opportunities faster.

EDUCATION

PG Diploma in Global Business Operations (SRCC-GBO)

2022 – 2024

Shri Ram College of Commerce, University of Delhi · 68.57% | **AIR 7**, SRCC-GBO National Entrance Examination

B.Sc. (Hons.) Biochemistry

2017 – 2020

Shivaji College, University of Delhi · CGPA: 7.78 | Senior Secretary, Biochemistry Department

AWARDS & LEADERSHIP

AIR 7 — SRCC-GBO National Entrance Examination (2022), from a national competitive pool

1st Runner Up — Samahva National Analytics Case Competition, organised by IIFT Delhi

2nd Runner Up — Chanakya 10.0: The Machiavelli Challenge, organised by FMS Delhi

Best Deck Award — Case Sensitive Case Competition, BITS Pilani Hyderabad (approx. 900 registrations)

Special Mention — Prodsahan Product Management Conclave, organised by IIFT Delhi

Research Presentation — Poster on genetic engineering applications presented at a national biological sciences symposium

Head, Data Factory — Analytics and Data Club, Shri Ram College of Commerce (SRCC-GBO)

CERTIFICATIONS

Microsoft Excel Expert (MO-201) — Advanced formulas, macros, PivotTables, and financial modelling

Environmental Data, Maps & GIS (CSE, FY 25-26) — Geographic information systems and data communication for analytics

TECHNICAL PROFILE

HackerRank: SQL (5★ Gold) | Problem Solving (Intermediate)

LeetCode: Active SQL practice — query optimisation and analytical problem solving

GitHub Portfolio: github.com/aakash-dahiya — Analytics, AI automation, and data projects

INTERESTS

Weightlifting | Swimming | Hiking | Geopolitics | Cinema