



PORTFOLIO

# ABHIJEET SIDDAPPA KAPSE



• BUSINESS ANALYST

• MARKETING & OPERATIONS

• MANAGEMENT TRAINEE

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## PROFESSIONAL SUMMARY

MBA from IIM Bodh Gaya with experience in business development, client coordination, and data analytics. Built a **Tableau + PostgreSQL dashboard** covering **9,999 orders across 5 global markets** to uncover late-delivery and profit-margin trends. **Google Digital Marketing** certified. **Lean Six Sigma Green Belt — KPMG**. Immediate joiner, Pune-based.

## PROFESSIONAL EXPERIENCE

### Seveillar Clinical Supplies Services Pvt Ltd • Program Coordinator

APR 2024 – JUL 2024

MBA Internship • Business Development & Client Coordination • Ranjangaon, Maharashtra

- Built the BD team's qualified pipeline from scratch — analysed **20+ pharma and biotech client segments** against service capabilities, structured a **50+ prospect database** in CRM, and converted the research into **3 segment-specific presentations** deployed in external outreach.
- Owned client communication for **8 active accounts** — ran **20+ interaction sessions** end-to-end and tracked every follow-up commitment to closure, keeping senior leadership decision-ready with a summary after each engagement.
- Created the team's weekly outreach-performance reporting from scratch — self-built **Excel dashboards** on engagement metrics that gave **3 business leads** a data basis for prospecting decisions; produced **5 service marketing documents** and communication templates in parallel.
- Standardised how the team handled vendor governance — drafted **2 internal policy documents** adopted into team practice and kept compliance records current across **10 vendor and partner accounts**.

## TECHNICAL PROJECT

### Business Analytics Dashboard • Tableau + PostgreSQL + Excel

2026

- Quantified discount-profit trade-offs across **3 customer segments** from **9,999 orders in 5 global markets** — showing which segments could absorb discounting and where it destroyed margin.
- Exposed a **53.7% late delivery rate (60.1% in Europe)** hiding under aggregate metrics — isolating the region where customer-experience risk was concentrated.
- Published an **8-visualisation Tableau dashboard** — geographic map, monthly trend, department treemap, scatter plots — backed by **10 PostgreSQL queries** on OTD%, shipping delays, and profit correlation, on **Tableau Public and GitHub**.

ORDERS ANALYSED

9,999

DASHBOARD PANELS

8

CUSTOMER SEGMENTS

3

SQL QUERIES BUILT

10

TABLEAU PUBLIC

View interactive dashboard →

GITHUB REPO

View source & queries →

## EDUCATION

MBA — Indian Institute of Management Bodh Gaya

CGPA: 6.3 / 10

2023 – 2025

B.E. Civil Engineering — Jaywant College of Engineering, Sangli

78.50% • Rank 2 / 50

2017 – 2020

## CORE COMPETENCIES

Business Analysis • Market Research • Digital Marketing • Campaign Coordination • Content Development • Client Relationship Management • Data Reporting • MIS Reporting • Project Coordination • Stakeholder Management • Excel Analytics • Lean Six Sigma

## TECHNICAL SKILLS

### Analytics & BI

Tableau (geographic map, trend charts, treemap, scatter plots) • Power BI (basic) • SQL (PostgreSQL)

### Excel

PivotTables • VLOOKUP • INDEX-MATCH • COUNTIFS • Conditional Formatting • Dynamic Slicers • Dashboards

### Tools

CRM Systems (User) • SAP S/4HANA MM — Udemy (48.5 hrs) • Microsoft Office Suite • Google Workspace • Asana

### Other

Report Writing • Presentation Design • Data Visualisation • Process Documentation

## CERTIFICATIONS

Google Digital Marketing — Google • Lean Six Sigma Green Belt — KPMG • Google Project Management • SAP S/4HANA Sourcing & Procurement (MM) — Udemy • McKinsey Forward Program



**Envision — Entrepreneurship & Industrial Relations Cell** ◆ *Member*

2023 - 2025

*IIM Bodh Gaya*

- ◆ Coordinated event logistics for **YES (Youth Entrepreneurship Summit)** and **TEDx IIM Bodh Gaya** — managed vendor bookings, venue setup, and materials for **100+ participant summits** with sponsors including **NABARD** and **Startup Bihar**.
- ◆ Led external outreach for **Entrepreneur's Talk Series** and **World Entrepreneurship Day** — contacted industry speakers, coordinated schedules, and managed pre-event communications across organising teams.

