

Pratik Gedam

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Consulting professional with hands on experience in cross industry analysis, research across various business function and crafting tailored propositions to meet client and stakeholder's requirements. Skilled in analyzing, research, and project management, data analysis with a proven track record of driving business growth through client-centric approach. Recognized for creating automated platform for data-driven insights and achieving excellence through accolades.

Professional Experience:

Capgemini | Consultant

Jul 2022- Present

- Monitoring and supporting growth opportunities across 200+ group accounts in industries like Energy & Utilities, Technology, Media, and Telecommunications, Financial Services, Manufacturing & Life Sciences, Recycling, and Steel, through research and strategic, P&L, competitor, stakeholder, and vendor analysis.
- Actively identifying market opportunities through innovative research, aligning Capgemini's solutions with the evolving priorities of client businesses.
- Working closely with the Capgemini ecosystem to develop tailored offers and pitches that address specific client needs and market trends.
- Offering solution support in ongoing deals, contributing directly to the success of business development efforts in group accounts.
- Using Power BI, Tableau, SQL, Python, and VBA to drive insights and support decision-making through advanced data visualization and analysis.
- Implementing machine learning algorithms, including regression, classification, and clustering, to identify solutions that meet key business requirements.

XL Dynamics | Associate Analyst

Jan 2020-Jul 2022

- Led consulting engagements with internal stakeholders, focusing on benchmarking, swot Analysis, pestel analysis, market mapping, and competitor and gap analysis, while cross-collaborating with IT, customer relations, and data analytics team.
- Partnered with industry experts to prepare and execute projects, analyze data, and deliver final outputs using PowerPoint, Excel, and Word for comprehensive business reports, pitch books, and market insights.
- Utilized data platforms like Factiva, S&P Capital IQ, and Bloomberg and many more for evaluating financial data to perform due diligence as per decision makers requirements.

Borjan Logistics | Research Associate

Apr 2018 - Dec 2019

- Conducted targeted research and analysis on various industry sectors, competitors, and regulatory trends to uncover market opportunities and provide actionable insights for business growth.
- Developed accurate, impactful reports and documents for internal stakeholders, identifying key insights from data, client feedback, and project outcomes to support business planning.

EDUCATION

Artificial Intelligence and Machine Learning (PGDM) | IIM Visakhapatnam 2024

B.E. Electronic and Tele-communication | Sinhgad Institute of Technology and Science 2015 - 2018

Polytechnic Electronic and Tele-communication | Sou. Venutai Chavan Polytechnic 2012-2015

Tools

- Microsoft: PowerBi, Sway, Power Apps, Advance Excel (VBA), PowerPoint
- SQL Server
- Tableau
- Python
- Basics of R and Big Data
- Machine Learning
- Deep Learning and AI
- GenAI Powered Platforms
- Think-Cell
- LinkedIn Sales Navigator