

Muhammad Hashim

Senior Research Analyst - Deloitte

Detail-oriented Senior Research Analyst with more than 5 years of experience in conducting in-depth research and data analysis to drive strategic decision-making. Proficient in quantitative and qualitative analysis, with a proven ability to translate complex data into actionable insights. Strong communication skills, adept at collaborating with cross-functional teams and presenting findings to stakeholders. Committed to staying current on industry trends and continuously enhancing analytical skills to drive business growth.

Enthusiastic about leveraging data, converting it into information, translating it into insights, and using those insights to make business decisions.


WORK EXPERIENCE


Deloitte LLP (US India) **Senior Analyst | Client and Market Growth** **2020-Present**

- Prepare high-quality extensive research reports from conception to completion, on various consulting projects across Technology, Financial Services, and Consumer industries ensuring timely and accurate delivery.
- Prepare syndicated comprehensive competitive intelligence reports, and company profiles for whitespace analysis with respect to the industry dynamics for the leadership.
- Conduct primary and secondary research to gather market data, expert opinions, and analyst views, utilizing various internal and external research tools and methodologies.
- Collaborate with cross-functional teams to develop synergy opportunities and release bi-monthly research whitepapers that suggest actionable recommendations to senior management.
- Guided Sales leadership to enable their GTM strategies by empowering them with market, industry, and target account level insights to optimize profitability, marketing strategy, and communications planning.
- Partnered with account executives, engagement managers, alliance partners, and vendors to deliver strong client pitches.
- Prepare data visualizations on Excel and Power BI for business KPIs using internal sales and revenue data to track stakeholders' activities and support them in conceptualizing business development strategies.
- Organize, extrapolate, and disseminate data across team members to be used for quarterly projection of sales campaigns.
- Developed numerous automated dashboards depicting the various quality and productivity metrics to help identify actionable trends and insights thereby helping in making data-driven decisions.
- Trained team members to deliver projects independently and mentored them in their career progression.



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 [Muhammad Hashim Profile](#)

EDUCATION

- **Executive Program:**
IIM-Visakhapatnam Executive Program in Business Analytics and Data-driven Decision-Making (January to June 2024)
- **Masters:**
PGDM/MBA – 2016-2018, ICBM-School of Business Excellence, Hyderabad.
Specialization: Marketing and Finance
- **Bachelors:**
BBM – 2013-2016, Gayatri College of Science and Management, Srikakulam.
Specialization: Marketing

KEY SKILLS

- Industry Research
- Primary Research
- Competitive Benchmarking
- Report Writing
- Project Management
- Market Sizing & Forecasting
- Data Analysis and Interpretation
- Business Analytics
- Strong Verbal and Written Communication



TECHNICAL SKILLS

- MS Excel: Pivot Tables, Interactive Dashboards
- MS Office Suite
- D&B Hoovers, Bloomberg, PitchBook, DiscoverOrg, Factiva, IBISWorld, BoardEx, LinkedIn Premium, GovWin IQ, Mergermarket, Gartner & Forrester
- Data extraction, Manipulation and Analysis
- Power BI (Intermediate Level)
- Tableau (Beginner Level)



INTERESTS

- Cinephilia
- Sports
- Travelling

Mordor Intelligence Research Analyst | NEO Team 2018-2020

- Conduct primary and secondary research for industries including Logistics, Financial Services, Government Sector, Infrastructure, Real Estate and construction, and the TMT Industries.
- Executed an in-depth market study on the GCC Economic Transformation Goals and GIGA projects using a robust research methodology. This study highlighted key objectives of major investments announced during the early 2000s in the GCC construction and infrastructure market.
- Produced a comprehensive analysis of the North American Insur-Tech and FinTech market, enabling the company to leverage key insights provided for their business expansion strategy in North America.
- Designed a customized market study and developed a database detailing Australia's Freight and logistics modes, routes, fares, and last-mile delivery specifics to support the successful grant application from the government.
- Generated syndicated research reports covering market size estimations, market dynamics, Porter five force analysis, trade analysis, market segmentation, SWOT analysis, PESTLE analysis, and company profiling.
- Identified/Interviewed domain experts, service providers, end-users, and research scholars in the concerned market, to collect/validate research data and market insights.