

VIKAS VITTHAL PAWAR

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PROFESSIONAL EXPERIENCE:

➤ **SJ Consulting Group, Inc., Pittsburgh, PA**

Position: Research Analyst

Period of Service: July, 2003 – Present date

Job Responsibilities:

- Applying primary/secondary research techniques in gathering market intelligence within the domestic parcel and trucking industry; analyzing financial strength/ growth/ market share of players; evaluating industry attractiveness; benchmarking companies based on service levels, product offering & pricing.
- Structuring periodic market research reports and providing strategic solutions supported by understanding of transportation and global trade, to who's who of logistics industry.
- Maintaining historical financial/operating data of companies within various sectors of transportation industry ranging from Ground Trucking to Air Cargo to International Sea Freight.
- Furnishing data and analysis in support of industry specific articles for trade journals and leading business magazines.

➤ **Deloitte Haskins & Sells, Management Consulting Solutions, Hyderabad, India**

Position: Consultant

Period of Service: March 2001 – June 2002

Projects Handled:

- Worked as a part of an international team for UK Government's Department for International Development (DFID), in the launch and the subsequent bidding rounds of its £15 million Financial Deepening Challenge Fund (FDCF) in the state of Andhra Pradesh, India.
- Part of the team appointed to carry out a Techno-Economic Feasibility Study for a leading regional Aluminum plant. The Feasibility Study results aided in the fruition of the financial restructuring plan for the ailing industrial unit.
- Gained expertise in analyzing financial reports and constructing competitive insights for the Indian software industry using PROWESS, a corporate database of over 8000 Indian companies designed by the Center for Monitoring Indian Economy.

EDUCATION:

• **Master of Business Administration**

June 2003

Major: Operations & Business Strategy

Katz School of Business, University of Pittsburgh, PA

Projects done as a part of the MBA curriculum:

- An assessment of two premier Competitive Intelligence information portals i.e.: SCIP.org and Competia.com. The self-developed comparison framework provided useful conclusions in assisting the redesign of the SCIP.org website.
- Identifying and validating cost-effective processes and implementing quality concepts in the Condiment bottling process of a Pittsburgh-based plant using simulation. (Simulation Software used: Extend)

• **Bachelor of Engineering**

August 2000

Major: Computer Engineering

University Of Pune, India.

KEY PERSONAL SKILLS:

- Extremely competent in research methodologies and knowledgeable in business resources such as Lexis-Nexis, Edgar, and Thomson Research. Well versed with analyzing corporate financial statements and equity research reports.
- Proficient in mathematical modeling and statistical analysis. Experienced in using statistical packages like SPSS, SAS and advanced data analysis tools in Microsoft Excel.
- Adept at working with Microsoft Access. Sound knowledge of SQL & HTML.
- Strong analytical and quantitative skills with a practical outlook. Excellent writing and presentation skills.