**Ninad Khanzode**Dublin, Ireland **|** Stamp 1G **|** +353 089 499 7719 **|** ninad.khanzode7@gmail.com **|** [LinkedIn](http://www.linkedin.com/in/ninadkhanzode) **|** [Personal Portfolio](https://ninadkhanzode.com/)

**Profile**

Highly motivated and results-driven management consultant with skills in Microsoft Excel and SQL for data extraction and analysis. I am proficient in data visualisation using tools like Tableau and have experience in creating compelling presentations to effectively communicate complex findings. I am passionate about solving complex business challenges and believe in the idea of continuous learning and improvement. With my academic background, real-world experiences, and analytical skills I am eager to excel in the consulting industry.

 **Education**

**Masters in Management Consultancy**  2023 - 2024
UCD Michael Smurfit Graduate Business School, Dublin, Ireland

Subjects : Management Consulting Principles, Project Management, Change Management, Competitive and Corporate Strategy, Entrepreneurship

Projects : Led a team of six to help Irish SME Hemp Heros identify key trends and markets for their future venture.

……………..Led a team of six to propose a sustainable construction plan for CRH plc, ensuring environmental impact and future revenue growth.

……………..Led a team of five to help the Decision Support Service (DSS) evaluate the level of understanding that the Irish financial institutions have of the DSS framework.

**Bachelor of Commerce** 2019 - 2022University of Pune, India
Subjects : Cost Accounting, Advanced Accounting, Global Economic Development, Business Regulatory Framework

**Career Experience**

## Project Head | BearingPoint - DSS | Irish Financial Service Sector Engagement Analysis (12 weeks) 2024

*Global Management and Technology Consulting Firm*

* Led a project aimed at assessing the financial services sector's understanding of their obligations regarding customers with decision-making arrangements under the new DSS legislation.
* Conducted comprehensive desk-based research, surveys, and interviews to evaluate the sector's current level of comprehension and compliance with DSS Codes of Practice.
* Analysed the alignment between DSS Codes of Practice and Consumer Protection Codes, anticipating upcoming amendments.
* Collaborated with key stakeholders including the Mental Health Commission, Banking and Payments Federation of Ireland, Central Bank, and Financial Services Providers.
* Integrated safeguarding requirements, human rights legislation, and customer experience considerations into project assessment.
* Provided guidance and support to the project team in consulting engagement, stakeholder management, and utilization of consulting techniques.
* Delivered a detailed report comprising key findings and actionable recommendations to enhance communication and engagement between DSS and the financial services sector.
* Recommendations may influence future policies and procedures within financial institutions, potentially impacting staff training, business processes, and policies.

## Project Head | Hemp Heros | Market Entry & Expansion Strategy Analysis (4 Weeks) 2023

*Irish SME Dealing in Hemp Based Products*

* Conducted comprehensive market research on the functional mushroom industry.
* Developed a strategic plan prioritising market entry based on legal regulations, competitors, market maturity, growth rate, and initial investment, resulting in a projected revenue increase of 18%.
* Crafted a product line and subscription-based strategy.
* Formulated an advertising and social media plan to enhance brand visibility.
* Utilized SQL prompts for efficient data retrieval and navigation in UCD databases.
* Formulated insights using research tools like Proquest, Marketline Advantage, Passport, and Statista.

## Project Head | CRH PLC | Sustainable Construction Strategy & Project Feasibility Analysis (4 weeks) 2023

*International Group of Diversified Building Materials Businesses*

* Proposed a sustainable construction plan, converting glass waste into concrete aggregate for CRH PLC, reducing unrecycled glass waste by up to 37%, and increasing profitability by 19%.
* Conducted cost analysis, projected economies of scale, and identified future revenue streams.
* Analysed current competencies, recommended acquisitions, and performed a feasibility analysis.
* Proposed a future expansion plan and asset procurement strategy.
* Utilized Bloomberg Analytics, Bloomberg Data License, Bloomberg Launchpad, Bloomberg Sector and Industry Analysis, and Bloomberg Government to extract and analyse relevant financial and market data, contributing valuable insights enabling efficient decision-making and strategy development.

**Additional Information**

* **Skills:** Microsoft Office, Microsoft Excel, Microsoft PowerPoint, Data Analysis, SQL, Tableau, R, BigQuery, Jira, PowerBI, Figma, Critical Thinking, Problem-solving, Project Management, Change Management, Strategic Management, Business Process Optimisation, Cross Functional Management
* **Languages:** English (Proficient), Hindi (Proficient), Marathi (Native), German (Classroom Study)

**Extracurricular Activities**

**Received UCD Advantage Award 2024**

**Received UCD Global Leadership Certificate 2024**

**Active member of the Irish Student Consulting Group**

**Placed fourth out of forty teams in the Deloitte Smurfit Case Competition**

**Active member of Action For Pune Development NGO**