

Garima Singla

Consultant Power BI

Experienced and results-driven Tech Sales Account Consultant with a proven track record of driving revenue growth through strategic account management and client relationship building. Seeking a challenging role to leverage my expertise in technology sales, client retention, and solution-oriented selling.



✉ singlagarima12@gmail.com

☎ 9877505820

📍 Gurugram, India

WORK EXPERIENCE

Deloitte Consultant AI-Digital Algorithms Risk Advisory (05/2022 - Present)

Deloitte

05/2022 - Present

Achievements/Tasks

- Collaborate with cross-functional teams to deliver high-quality solutions and services to clients.
- Data analyzing using visualization tools SQL, Excel, and **Power BI** to draw accurate and reliable conclusions providing insights for Management Decisions.
- Developed and maintained strong relationships with key clients, resulting in a 15% increase in client retention.
- Manage a portfolio of key accounts, ensuring customer satisfaction and identifying opportunities for upselling.
- Conduct product demonstrations and presentations to potential clients.
- Implemented Data Modeling and process flow to build the base for the project
- Automation of manual/ Monthly tasks by creating **dataflows and pipelines**.
- Provide clients with insights and recommendations to optimize their business processes.

Senior Executive

Apollo Tyres Ltd.

12/2016 - 05/2022

Gurgaon, India

Achievements/Tasks

- Developed **Power BI** reports using the **SAP BW** queries/ direct reporting from SAP ECC
- Conducted market research to identify potential clients and new business opportunities.
- Collaborated with internal teams to ensure client deliverables were met on time and within scope.
- **Tutored** Client side, to consume and utilize the **Power BI** Report and supported for the necessary enhancements.
- Monitored and analyzed sales performance metrics to identify areas for improvement.
- Proven ability to develop and execute effective sales strategies.

SKILLS

Detail Oriented

Leadership Skills

Data analysis

Communication

Power BI

Team Collaboration

Stakeholder Management

Agile/ Scrum Methodologies

Sales Strategy

Python

Client Relationship management

MS Suite

EDUCATION

Bachelors of Engineering (B.E.) Thapar University (08/2012 - 06/2016)

ACHIEVEMENTS

Trained 5000+ people in power BI.

Exceeded revenue targets by 25% through effective client management and upselling.

EDUCATION

English

Full Professional Proficiency

INTERESTS

Chess

Travelling

Music

Snooker

Poker