

# VIDUR SHARMA

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Analyst with 3+ years of experience delivering data-driven insights in client-facing environments. Proficient in **SQL, Python, and advanced Excel**, with experience building **analytical models** and presenting findings to senior stakeholders to inform **strategic decisions**. MSc in Business Analytics (University of Exeter). Interested in strategy and consulting roles that require both technical depth and commercial thinking.

## EDUCATION

**MSc in Business Analytics** | University of Exeter Jan 2025 – Jan 2026(Completed)  
*Dissertation: Geographic Concentration in Global Semiconductor Manufacturing | Key modules: Visualisation for Business Analytics, Database Technologies, Programming for Business Analytics*

**BTech Computer Science** | IILM College of Engineering and Technology, India Jul 2016 – Oct 2020

## WORK EXPERIENCE

**Business Consultant Intern** | Blackmont Consulting - Remote, United Kingdom Dec 2025 – Present

- Led market sizing and opportunity analysis for a **£400M** sector, identifying **£1.6B** growth potential and delivering strategic recommendations to client leadership
- Conducted competitive benchmarking across **4 players** and **8 dimensions**, translating complex data into clear executive presentations
- Built customer segmentation framework projecting **£650K-£1.9M** Year 1 revenue through data-backed targeting strategies
- Delivered a strategic roadmap with **8 prioritised recommendations** covering market entry, sales structure, and financial targets

**Senior Client Service Manager** | Cart Xperts - Noida, India Aug 2022 – Sept 2024

- Managed client portfolios worth **£40-50k** monthly, building automated dashboards to track 15+ KPIs and optimise budget allocation
- Delivered **3-4x** return on investment for clients across automotive, real estate, and healthcare sectors through data-driven recommendations
- Diagnosed underperforming accounts and presented turnaround strategies to senior stakeholders, converting insights into **10+ new client wins**
- Led cross-functional **teams of 5-8**, coordinating delivery across multiple concurrent projects under tight deadlines

**Business Analyst** | Recenturesoft Infotech - Noida, India Nov 2021 – Jul 2022

- Gathered and documented business requirements, translating stakeholder needs into functional specifications
- Collaborated with development teams to deliver system enhancements and operational improvements

## PROJECTS

**Geographic Concentration in Global Semiconductor Manufacturing: Patterns, Drivers, and Supply Chain Implications | Python, SQL | 2026**

- Analysed **\$500B global semiconductor market** to assess supply chain concentration risk for corporate and government decision-makers
- Built **Total Cost of Ownership model** comparing manufacturing economics across regions, quantifying why **\$95B in subsidies** have failed to reduce geographic concentration
- Delivered strategic implications for supply chain diversification, highlighting ecosystem factors (talent, suppliers, infrastructure) that subsidies alone cannot replicate

## SKILLS

- **Technical Analytics:** SQL (Complex Querying), Python (Data Modelling), Power BI, Tableau, Excel (Advanced).
- **Operations & Strategy:** Market Sizing, Competitive Benchmarking, Process Mapping, Requirement Gathering, Stakeholder Management.
- **Leadership:** Project Management, Cross-functional Collaboration, Strategic Roadmap Development.

## PART-TIME EXPERIENCE (DURING MSc):

Balanced intensive MSc studies with multiple part-time roles in warehouse and customer service, demonstrating extreme adaptability and resilience.

## PERSONAL INTERESTS:

Fencing | Aviation enthusiast | Cooking