**MILIN CHHANECHHARA** [milin.Chhanechhara@biz.uconn.edu](mailto:milin.Chhanechhara@biz.uconn.edu) | 860.920.2342

**Entrepreneurship | Business Analytics | Oracle’s Order Management | Strategy & Market Intelligence**

***SUMMARY:***

* Entrepreneur and MBA class of 2017 with 8 years of international exposure in technology and business management; Actively seeking opportunities that would allow me to make more strategic decision.
* Skilled in strategic planning and execution for Order Management business processes through Agile implementation; I have found myself actively motivated in activities that include traveling, expanding business across the borders, problem solving, data analysis and consulting.

***EDUCATION:***

**University of Connecticut, School of Business,** Hartford, CT 2015 – Expected 2017

Master of Business Administration (MBA)

Advanced Business Certification: **Market Intelligence and Business Analytics**

* Awarded Tuition Assistance Program (TAP) from UConn for the academic year 2015-2016.
* Strategized and executed a marketing plan for the CT Community for Addiction Recovery (www.ccar.us).
* Founder of *Graduate Diversity Club* at UConn School of Business

**Sardar Patel University,** Gujarat, India 2007

Bachelor of Engineering (BE in Electronics and Communication), GPA 3.36/4.0

***WORK EXPERIENCE:***

**PSEIRA CONSULTING SERVICES**  Asia, Africa, South America

**BUSINESS OWNER, Oracle Consultant and Trainer** 2012-2015

* **Entrepreneurship:** Conducted internal competitive and macroeconomic analysis to identify potential market penetration opportunities to grow business across the borders, while at the same time managed my finances, operations and client accounts – Oracle Corporation received approximately $1m revenue on account of my consultancy.
* **International exposure:** Led, consulted and trained a wide range of cross-continental and culturally diverse teams.
* **Business Strategy:** Executed a campaign for social media marketing, branding and public relation; and a strategic plan to integrate Oracle certified training into my consulting to provide clients with better consulting experience.
* **Consulting:** Consulted international telecommunication clients on software application architecture, to help them accelerate the design and delivery of their business model and improve operations with greater efficiency.

**IBM**  Nicosia, CY; Gurgaon, IN

**Pre-sales Consultant** 2010 - 2012

* **Pre-sales Consulting:** Worked closely with Cyta in Nicosia, Cyprus and performed strategic analysis on its business cases and ultimately helped the client build an application framework to measure impact and ROI of its business model.
* **Product Development:** As a critical member of the oracle center of excellence team within IBM, incorporated firsthand experimental data in clients’ request for proposal documents; analyzed key drivers, trends and implications on their business models; and helped them formulate strategies to fuel future business growth by partnering with IBM.
* **Project Management:** Managed a team of 8 to deploy order management architecture on production server at IBM.

**BT (BRITISH TELECOM) AND TELENOR INDIA** Gurgaon, IN

**Business Analyst/Oracle Consultant**  2007 - 2010

* **Technical Lead:** Mentored and supervised cross-functional team-members and train them on programming languages.
* **Product Strategy:** Handpicked by management to independently work with client, with whom I analyzed their business requirements, conceptualized and implemented a strategy to develop solution packages to deliver their services.
* **Data Visualization:** Volunteered to streamline operations for software applications to incorporate flowcharts, metrics and diagrams to provide clients with better visual experience.
* **Client Communication:** Collaborated with the client and prepared proposals to outline solutions for their business requirements and future growth – also provided status reporting to stakeholders and performed risk analysis.
* **Research & Development:** Implemented proof of concept methods to demonstrate the capabilities of Oracle applications and defined their roadmap by coordinating with business stakeholders - first ever to perform this task.
* **Documentation:** Proactively initiated a strategy to create a user-guide and functional specification documents to help projects across the organization minimize debugging time and optimize the software development lifecycle.

**LANGUAGES:** Fluent in English, Gujarati and Hindi.

**TECHNICAL SKILLS:** Microsoft Word, Excel, PowerPoint, Project; Oracle RODOD, Oracle OSM/ASAP/UIM, Java, XSLT/XQuery, J2EE, IBM WebSphere, Visio, C/C++, JavaScript, Unix, SQL/PL-SQL, Oracle/Siebel CRM, Google Analytics