

Anish Philip

Senior Solutions Analyst



Personal Info

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IEEE Xplore®

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Technical Skills

Javelin™ Application Catalyst (Python) [1]

Javelin™ Alignment Manager [2]

Javelin™ Data Manager [3]

Javelin™ Call Plan Manager [4]

Javelin™ Territory Designer [5]

SQL (Database - Oracle/ Teradata)

Informatica PowerCenter

Python 3

MS Office (Word, Excel, PowerPoint, Access, Project, SharePoint, Visio)

Qlik Sense Reporting

Team & Capacity Planning (OnTrak 2.0)

Anish Philip has held a variety of roles at ZS (a management consulting firm), ranging from an offshore developer to an onsite Solutions Analyst, working with more than 10 large pharma clients in the area of sales force effectiveness. In all his engagements, he has lead design and development of more than 15 work flow based – Integrated, field force and home office – applications and business processes intended to increase accountability and streamline existing processes. He is also enrolled at UC Berkeley's School of Information as a candidate for *Masters in Information and Data Science* Online-program in (2018 cohort)

Experience

October 2017 –

Senior Solutions Analyst

Present

ZS Associates New York, Integrated Solutions

- Supports ongoing business analytics and operations needs of ZS clients, in the areas of field force alignments, call planning and incentive compensations
- Own the project deliverable and coordinate with offshore team to refine and finalize functional designs to meet the business needs
- Lead change management and identify opportunities for business process improvements
- Document formal SOP, User Guides, Functional and Business Specifications, SOWs and ad hoc processes

July 2015 –

Business Technology Associate Consultant

September 2017

ZS Associates India, Business Technology

- Detailing business requirements to technical design specifications and helping with day to day task/ project management.
- Coordinate with implementation teams to deliver high quality solutions within time and budget constraints
- Manage operations team to provide client support and enhance the system over time to reduce manual effort
- Organize and lead onsite/ offsite client meetings to capture requirements and support user acceptance testing
- Collaborate with the ZS Software Development team to help identify the key product enhancements and changes for future road map which would benefit the largest segment of our client

March 2013 –

Business Technology Associate

June 2015

ZS Associates India, Business Technology

- Implement business workflow applications to support critical sales planning and Incentive Compensation processes using an in house rapid application development platform called Javelin Application Catalyst
- Design data model and Implement ETL processes using Javelin Data Manager (JDM) and Informatica PowerCenter
- Facilitating Systems Integration Testing by writing and running business and functional use cases, proactively tracking issues, assigning ownership and coordinating with onsite counterparts
- Documenting easy to read user guides with clear instructions for end users
- Create wire frames and prototypes to support onsite team with business development

December 2012 –

Engineer Trainee

March 2013

Cognizant India, IT – Infrastructure Service

- Windows Administrator – Trainee

Education

July 2008 –

Bachelor of Technology

May 2012

VIT University, India

- Electronics and Communication Engineering (8.83 CGPA/ 3.98 GPA)
- Top 30 in a batch of 365 students
- [A Generalized Pseudo-Knight's Tour Algorithm \(IEEE Potentials v 32 Issue 6\)](#)

References

1. Javelin™ Application Catalyst is an agile development platform which helps make web based business applications powered by Iron Python scripting, enabled with custom built web APIs and code interfaces to connect with database and external applications
2. Javelin™ Alignment Manager enables sales organizations to improve ongoing territory planning, respond quickly to changing market conditions, and overcome dependencies on legacy systems and manual processes
3. Javelin™ Data Manager is a data integration platform which helps iterate, analyze, validate and deliver data to the business more quickly than manual hand coding
4. Javelin™ Call Plan Manager empower pharma reps to systematically review and refine their call plans and measurably increase call plan adherence and product sales
5. Javelin™ Territory Designer enables sales organizations to establish efficient and effective sales territories using analytics to create optimal territory designs and analyze territory coverage

