# OMKAR THOMBARE

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## EDUCATION

UNIVERSITY OF MINNESOTA, Carlson School of Management, Minneapolis, MN
Candidate for **Master of Science in Business Analytics** August 2026

SAVITRIBAI PHULE PUNE UNIVERSITY, Pune, India
**Bachelor of Chemical Engineering** June 2019

## EXPERIENCE

NOVARTIS, Hyderabad, India
**Manager - Field Excellence Operations** May 2025 - July 2025
- Accelerated onboarding and streamlined deployment of an AI-based Call Plan Refinement platform across EU countries, enabling field sales representatives to reduce planning time by approximately 2 weeks, improving operational efficiency
- Led a team of analysts to develop automated Excel dashboards to track and report platform adoption and refinement progress, providing stakeholders timely insights to ensure continuous improvement and user engagement
- Managed relationships between regional teams and the AI product supplier; collected user feedback, synthesized concerns, and communicated recommendations, leading to approval of over 5 product improvements for future software releases
- Analyzed user feedback and operational data to recommend targeted product improvements, directly supporting increased platform effectiveness and usability in subsequent product releases
- Recognized with the Team Spark Award and received leadership commendations for driving product and process improvements within the initial stages of joining the team
- Maintained detailed records of project timelines, feedback, and milestones for transparency

ZS ASSOCIATES, Pune, India
**Decision Analytics Associate Consultant** July 2023 - April 2025
**Decision Analytics Associate** April 2021 - June 2023
- Utilized advanced analytics and strategic insights to support key business objectives through targeted realignment and change management across multiple therapy areas viz. Immunology, Chronic Care, Cardiology, Neurology, etc.,
- Awarded the Project Impact Award for delivering critical data-driven solutions during two major restructurings, enabling leadership to make informed strategic decisions
- Spearheaded over 20 projects for pharmaceutical MNC clients, optimizing sales force structures and operations via sales force alignment, placements, sizing and market segmentation, improving resource allocation and sales effectiveness
- Partnered with the clients' HR & Legal teams to design restructuring plans minimizing workforce displacement; developed detailed timelines with operational synergies that reduced personnel displacement by approximately 30%, preserving jobs
- Mentored and professionally coached more than 10 associates across India and US offices, fostering expertise development & capacity expansion within analytics teams
- Collaborated extensively across geographies to enhance project delivery efficiencies and improve client satisfaction through inclusive team
- Documented and communicated project progress, and coordinated multi-team communications to meet client needs

HIKAL LTD, Gujarat, India
**Process Engineer** June 2019 - September 2020
- Designed and optimized chemical processing plants and equipment, enhancing efficiency and yield for capacity expansion projects
- Managed procurement and coordinated cross-functional teams for new product facility launches, aligning technical and project requirements

## TECHNICAL SKILLS
- Tools: Advanced MS Excel, MS PowerPoint, MS Access, MySQL, Spyder, RStudio, Tableau
- Programming and Techniques: SQL, Python, R, Predictive Modeling, Exploratory Analytics

## LEADERSHIP & ACTIVITIES
**HEAD/ WRITER-DIRECTOR** (THEATER CLUB, MIT, Pune) January 2016 - June 2019
- Led & managed a team of over 60 student theater enthusiasts, earning multiple individual & team awards for creative work
- Delivered two TEDx performances, showcasing storytelling through art
- Honored with multiple Best Writer awards for one-act plays
- Achieved runner-up position at the Federation of Indian Petroleum Industry's Annual Convention in 2018