

CLIENT ENGAGEMENT AND PROJECT MANAGEMENT

COMPANY OVERVIEW

Tata Group is an Indian multinational conglomerate company headquartered in Mumbai, India. It encompasses seven business sectors: communications and information technology, engineering, materials, services, energy, consumer products and chemicals. Tata Group was founded in 1868 by Jamsetji Tata as a trading company. It has operations in more than 80 countries across six continents. Tata Group has over 100 operating companies with each of them operating independently.

Tata Sons is the promoter of all key Tata companies and holds the bulk of shareholding in these companies.

BACKGROUND

The Tata companies together serve over million consumer and commercial customers today across several products and services. In order for the Tata companies to better understand customer and client needs and preferences, action life stages, needs, value, and potential, and enhance value and experience; the Tata companies need to develop robust data and information management capability and customer analytics. The vision is to eventually create the best in-house capability for data analytics amongst any large corporate. To achieve the above aims, it has been decided to establish an independent Tata company focused on building a common data analytics platform and help Tata Group companies. This company is being incubated in the initial phase as a division of Tata Industries and will subsequently be structured as a separate company to build Big Data Analytics and Data Science capabilities catering to but not limited to the 'Consumer' brands of the group.

Tata Insights and Quants - Journey to Date

Company: Tata - Insights and Quants - A Newly started division by Tata Industries.

<http://www.livemint.com/Companies/PCgvCZILuJKV68UKVHZRJO/With-new-analytics-arm-Tata-aims-to-make-better-sense-of-da.html>

Employer Brand: : www.tataiq.com

Tata iQ in 18 months of its inception was recognized in the list of Analytics India Magazine's (AIM) Top 10 most desirable Analytics Indian Firms to work for in 2016:

<http://analyticsindiamag.com/top-10-analytics-firm-wish-worked-2016/>

Generating Value for Customer:

Fourteen Tata companies are partnering Tata Insights and Quants (Tata iQ), a Big Data firm, to analyse data collected from users, consumers and make sense of it to put changes in place

<http://www.livemint.com/Companies/5om8ebrv6p02jGCcRB3j3K/Tata-companies-use-Big-Data-to-craft-strategies.html>

<https://cio.economictimes.indiatimes.com/news/strategy-and-management/how-ranjit-satyanath-plugs-into-it-to-power-up-croma-for-the-digital-era/65050926>

Contributing to Community through big data:

In line with the Tata group's philosophy of giving back more to the society than what it takes, Tata iQ, Tata group's big data and decision Sciences Company.

[Okhai partners with Tata iQ to deliver big impact through big data](#)

Company : Tata Insights and Quants

Role : Client Engagement and Project Management
Level : Analyst - Associate - Senior Associate
Role Type : Individual Contributor
Location : Mumbai | Bangalore | Jamshedpur | Kalinga Nagar – All Options open

Job Description

- Establishing Tata iQ as an Analytics Thought Partner and end to end analytics solution provider

Objective :

- o Establish Tata iQ has an Analytics thought and implementation partner with the Client
- o Facilitate efficient Delivery of projects
- o Business continuity and long term customer engagement.

Key Responsibilities:

The focus of this role is to partner with Tata Group Member Company in its data & analytics maturity journey. It will involve an understanding of business objectives, translation into analytics solutions, value proposition and business case building, program management of analytics projects and change management.

- Data & Analytics Subject Matter Expertise
 - o Recommendation to the Client on the relevant best practices in analytics
 - o Conceptualization of the analytics projects' business use-cases basis Client business objectives
 - o Development of Analytics roadmap for the Client
 - o Efficiently partner with the data and analytics skills & capabilities available with the Client and Tata iQ
- Analytics Business Partner
 - o Gathering of requirements from business teams across the Client organization
 - o Transforming requirements into data driven project solutions
 - o Coordination across stakeholders for synergy
 - o Hand holding functional users in deployment of solutions
- Program Management
 - o End to end program management of projects
 - o Detailing out the identified projects into subtasks, assigning responsibility matrix and timelines
 - o Monitoring the progress of projects and providing feedback to management
 - o Applying the best practices in project management

- **Requirements/Skill sets**

- Must-have technical skills
 - Advanced proficiency with MS Office (Excel, Word, PPT etc.)
 - An understanding of data & analytics tools and techniques like logistic regression, clustering and segmentation, machine learning techniques etc.
 - CPG and / or Manufacturing domain expertise

- **Must-have soft skills**

- Problem Solving and lateral thinking
- Excellent written and oral communication skills
- People Management Experience, managing performance of team.
- Ability of depicting the results of a statistical analysis in an easy-to-understand manner
- Detailed oriented, organized, demonstrated ability to manage multiple projects simultaneously
- Change Management

- Exposure to Marketing and Partnership Management
- Well networked with CXO's at Tata Group Companies

Key Competencies and Characteristics:

This individual must be comfortable working at the highest levels of client organizations and interacting closely with the "C" level executives in a range of environments. At the same time, the individual must be able to articulate operational details for actionable interactions with middle management.

The incumbent must possess Executive Presence and people skills, this will be required to manage relationships across levels.

The individual should possess an impressive executive demeanour, a team oriented and collaborative approach, and excellent presentation skills, including strong oral and writing capabilities

The individual should have demonstrated entrepreneurial instinct with a strong understanding of operating and scaling a business.

The individual should possess and demonstrate high integrity and credibility as perceived by all those with whom s/he will work.

Education qualification:

Preferably a Bachelors (10 - 12 Years) or Masters in Economics, Finance, Mathematics, Statistics, BE Computer Science, Experience in Analytics domain preferred.

Minimum 2 - 4 Years of Experience as Program Manger and driving performance of Business, Team and Self.

Experience in Analytics industry is preferable though more importantly the person should have built organizations

Experience of working in entrepreneurial, start-up environments.

Experience of managing multiple Business priorities and initiative.