




GNYANESHWAR BABRUVAN GAVARE

 Vrundavan Park, Flat No. 409, 4th Floor, Abhinav College Road, Narhe, Pune – 411041
 +91 9175392166
 bg.gavare@gmail.com

PROFESSIONAL SUMMARY

MIS Senior Executive / MIS Analyst with over 10+ years of total professional experience, including 7 years in data analysis, reporting, sales MIS, and supply chain operations, and 4 years in the Real Estate industry. Expertise in preparing daily, weekly, and monthly MIS reports, dashboard creation, inventory tracking, KPI monitoring, and CRM (Salesforce) data management. Strong analytical skills with advanced Excel proficiency and ERP system knowledge. Proven ability to provide actionable insights that improve sales performance, operational efficiency, and business growth.

CORE COMPETENCIES

- MIS Reporting & Business Data Analysis
 - Sales & Inventory MIS
 - Dashboard Development (Excel | Basic Power BI)
 - Advanced Excel (VLOOKUP, XLOOKUP, HLOOKUP, SUMIFS, COUNTIFS, Pivot Tables, Basic Macros)
 - CRM & ERP Systems (Salesforce, Tally ERP 9.0, SAP – Basic Knowledge)
 - Database Management & Data Accuracy
 - KPI Tracking & Performance Analysis
 - Supply Chain & Warehouse Coordination
 - Process Improvement & SOP Implementation
 - Cross-Functional Coordination
 - Microsoft Office (Excel, Word, PowerPoint)
 - Data Interpretation & Analytical Skills
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TECHNICAL TOOLS

- Microsoft Excel / Google Sheets
 - Salesforce / CRM Tools
 - SAP (Basic)
 - Power BI (Basic)
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PROFESSIONAL EXPERIENCE

MIS Senior Executive

Lodha Developers – Pune

February 2024 – Present

Key Responsibilities:

- Collect, clean, and analyze data from site offices, sales teams, and CRM systems.
 - Prepare daily, weekly, and monthly MIS reports covering sales, inventory, revenue, and KPIs.
 - Analyze client acquisition trends, channel partner performance, and market trends.
 - Maintain and streamline Salesforce CRM systems for accurate data flow.
 - Coordinate with Sales, Marketing, Finance, and Operations teams to ensure reporting accuracy.
 - Ensure timely submission of management dashboards and business performance reports.
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MIS Senior Executive

The Guardians Real Estate Advisory Pvt. Ltd. – Pune

September 2022 – February 2024

Key Responsibilities:

- Collect, clean, and analyze data from site offices, sales teams, and CRM systems.
- Prepare daily, weekly, and monthly MIS reports covering sales, inventory, revenue, and KPIs.
- Maintain and streamline Salesforce CRM systems for accurate data flow.
- Coordinate with Sales, Marketing, Finance, and Operations teams to ensure reporting accuracy.

Core Responsibilities:

- Created and maintained daily, weekly, and monthly MIS reports and dashboards.
 - Monitored project-wise inventory status, booking cancellations, and payment collections.
 - Ensured Salesforce CRM data accuracy and conducted regular audits.
 - Analyzed sales trends and generated actionable business insights for management.
 - Calculated KPIs and identified operational bottlenecks.
 - Coordinated with IT teams for MIS system enhancements and maintenance.
 - Maintained data integrity, security, and backup of critical records.
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Distribution Analyst (Supply Chain – MIS)

Netsurf Communications Pvt. Ltd. – Pune

June 2015 – February 2022

Operations & Process Improvement:

- Supervised a team of 50 members in back-office operations.
- Developed and implemented SOPs for process standardization and efficiency.
- Managed transport planning and logistics optimization.
- Appointed C&F agents and finalized warehouse selection and costing.
- Handled FSSAI licensing for warehouses and branch offices.
- Supported management decision-making through detailed MIS reporting and analysis.

Logistics & Cost Optimization:

- Analyzed carrier costs and transport utilization using Excel-based tools.
- Set up transportation contracts (Truckload, LTL, Pool Distribution).
- Managed inventory across multiple warehouses and depots.
- Prepared MIS reports covering inventory movement, dispatch, and sales trends.

EDUCATION

- **Bachelor of Business Management (BBM)**
Gulbarga University, Gulbarga – 2012
Secured 68.68%
- **HSC (10+2)**
Independent PU College, Hulsoor, Dist. Bidar, Karnataka – 2009
- **SSLC (10th)**
Raghunath Maharaj High School, Hulsoor, Dist. Bidar, Karnataka – 2005

PERSONAL DETAILS

- Date of Birth: 01 December 1988
- Gender: Male
- Marital Status: Married
- Nationality: Indian
- Languages Known: English, Hindi, Marathi, Kannada

CAREER OBJECTIVE

To deliver accurate, timely, and actionable business intelligence to management for improved sales strategies, optimized inventory turnover, and enhanced operational performance.