Swapnil Umesh Deshmukh | Management Consultant | Financial Services | AI & Data Strategy

SUMMARY

Experienced professional with deep expertise in AI & Digital Strategy who has delivered the highest number of projects in AI Strategy, Agentic AI Product Development, Cloud Strategy, Marketing and Adoption Plans across geographies and Financial Services Clients. Functional understanding of UW (Risk, Rate Calculation, Quote Generation), Claims Triage, ZBX Op-model Implementation, Location & Cost Strategy, Tech Stack Migration in Banking, and M&A for Bancassurance; has helped him achieve over $14M in cost savings, data analysis and process redesign for mapping $12B in revenue between Sales & Finance. Being adept in SQL, Python, AWS, GCP, Agentic AI frameworks, DevOps, financial and marketing models has enabled delivering results beyond expectations, earning multiple awards & recognitions from leadership on both client & employer sides.

EXPERIENCE

Accenture – Strategy & Consulting, Gurgaon | Management Consultant | FS | AI & Data Strategy — July '23 – Present

Agentic AI backed L&H Policy Amendment for a Retirement Services client
- Guided **multi-agent AI product development**, led **CI/CD** pipeline build & **data-governance north-star** protocol creation.
- Maintained client-approved **requirements list** in JIRA using **gherkins framework** for documenting **user stories**.
- Achieved **98% accuracy** in **OCR extraction** by implementing a framework with **prompt engineering best-practices**.
- **Received recognition** from leadership for building trust with client and demonstrating team's **Agentic AI** expertise.
- Obtained client **sign-offs** by defining **acceptance criteria**, prioritizing defects, & maintaining requirements checklist in UAT.

GenAI based Sales Platform for Risk and UW Products Line for a US-based InsurTech Client
- **Headed** the functional workstream for **$750k budget** project to implement **GenAI Insights** feature using ThoughtSpot.
- Managed **entire offshore delivery**, ensuring **minimal technical debt**, and adherence to delivery timelines & quality.
- Implemented **SAFe Agile** in **SDLC** project for team of developers, designers & QAs for **12 Sprints** as **acting Scrum Master**.
- Recognized with **Champion of Quarter award** for delivering **ELK logs** integration for **AI model performance improvement**.
- Mapped **$12B (20%)** revenue disputed between **Sales** & **Finance ERP** systems, via **standardization** of **data analysis** rules.

Multiple Projects – ZBX Op Model Implementation, Data Security and Compliance, and Internal Market Analysis Tool
- **Saved 50+ hours/week** of effort per workstream by re-engineering **ETL pipeline**, & **visualization** in **Power BI** for reporting.
- **Won Pinnacle Award** for **saving 2000+ hours of efforts,** rapidly deploying my **analytics & doc-generation innovation** tool.
- Assisted in closing **EUR 150k project deal** for **post-M&A compliance** strategy by leveraging prior-project client relations.
- Designed complete knowledge base for **CIAM risk analysis** and required documentation templates for **DORA compliance**.
- **Trained 40+** senior management leads for successful adoption of new Op-model observing spend & approval guidelines.

Ankorstore, Paris | Marketplace Operations Intern — May '22 – November '22
- **Onboarded 14 new clients** for Sales team by demonstrating redesigned process leveraging both **Salesforce** & **BackOffice**.
- Accelerated product categorization by **44X** for **500+** brand catalogues updated per week, **heading** the **RPA project**.

Principal Financial Group, Pune | DevOps Developer | Retirement & Insurance — July '19 – October '20

Architecture Performance Monitoring – Innovation Project
- **Saved $55,000** in **annual licensing costs** by building an in-house tool for availability monitoring, as full-stack developer.
- Accelerated server capacity overloading detection speed **by 720X**; automating data fetch & processing via **GCP** services.

Technology Migration after Bancassurance Department Acquisition
- **Enabled** more than **60 teams** to migrate from **legacy** and **on-prem** architecture to **cloud-native** architecture with **AWS**.
- Reduced **Time To-Deployment** by **60%**, introducing containerization, schema designs, & app development archetypes.

TCS – Digital Impact Square, Nashik | Innovation Intern — January '19 – April '19
- Negotiated **₹2 Lac** as seed investment for pilot project deployment and analysis, from government research agencies.
- **Scaled 3 startups** from bootstrapped to seed funded stage, creating spending, productions & GTM strategies.

EDUCATION

Management Development Institute (MDI), Gurgaon	PGDM	June '21 – March '23
ESCP Business School, Paris	MIM	June '21 – March '23
Walchand College of Engineering, Sangli	B.Tech	July '15 – May '19

CERTIFICATIONS

Lean Six Sigma – Green Belt, from KPMG | **Google Analytics**, from Google | **Inbound Marketing**, from HubSpot | **MK210x CRM**, from IIMB | **Data Visualization**, from Coursera | **Project Management Fundamental**, from Google

SKILLS & LANGUAGES

Skills: Product Management | Stakeholder Management | Agile Project Delivery | B2B Sales | Requirements Gathering & Documentation, Team Management, and Project Delivery
Tools: Python | SQL | RAG | MCP | AWS | GCP | Terraform | Docker | Power BI | JIRA | Advanced Excel | PowerPoint
Industry Experience: IT, Insurance, Banking, FMCG, B2B Retail, E-Commerce
Languages: English, Hindi, Marathi, French (beginner)