

THATHSARA PALLIYAGURU

PERSONAL PROFILE

Business Intelligence analyst embedded in corporate strategy, innovation economics and ESG • Dedicated and full of grit, an excellent team player with a portfolio of analytical, presentational, and interpersonal skills • ENFJ personality

WORK EXPERIENCE

Volvo Group Strategy | Business Intelligence Analyst

AB Volvo Group | Göteborg, Sweden | Aug 2022 - present

- Produced market intelligence on global markets, industry, and key competitors
- Communicated key insights, early-warnings and compiled weekly Business Intelligence reports for Volvo Group Executive Board (ExB)
- Supported strategic projects and initiatives
- Analyzed competitor and peer quarterly earnings for the ExB
- Consolidate and compiled Market Share report for the AB Volvo Board

Project Coordinator | Innovation Analyst

UNOPS S3i Innovation Center | Malmö, Sweden | Jan 2022 - June 2022

- Mapped global ESG innovation ecosystems and scouted startups for UNOPS Innovation Project
- Project management for high-impact events with key stakeholders and more than 500 attendees
- Project coordination for development of timelines, scrum models and promotional material
- Conducted ESG and due diligence reporting
- Analyzed and entertained data for the use of the UNOPS S3i innovation center leadership team
- Developed startup Business Models and startup ESG strategies

Innovation Analyst

Malmö Stad | Malmö, Sweden | Oct 2021 - Jan 2022

- Analyzed innovation activity and the startup ecosystem in Lund Malmö Region
- Conducted research on the entrepreneurial ecosystem of Skåne Region
- Bring insights to events done by Lund Malmö Innovation Ecosystem
- Confidentially conveyed the requirements and insights to the project team that helped forge the next stage of the project

Program Lead in Women in Entrepreneurship

Skåne Startups | Malmö, Sweden | Jan 2021 - Sep 2021

- Maintained strategic communications with stakeholders for networking events for Women in Entrepreneurship in Skåne region
- Hosted 15 Women in Entrepreneurship (WiE) networking breakfasts: over 100 female students, founders and leaders were brought together to share experiences and raise funding
- Moderated CPH2021 Malmö Pride for World Pride LGBTQIA+ people in entrepreneurship event

Partnership Director

180 DC Consulting | Lund, Sweden | May 2021 - December 2021

- Conducted corporate communications with stakeholders and partners such as EY Sverige
- Recruited and acquired talented consultants, mentors, and partnerships
- Conducted strategic and operational planning of the Lund 180 DC chapter



CONTACT ME AT

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INTERPERSONAL SKILLS

- Data Analytics | Visualizations
- Corporate Communications
- Leadership | Community Building
- Project coordination
- Event management
- Corporate Strategy Development

COMPUTER SKILL

- Microsoft Office | MS360
- Adobe Suite
- Data Analysis: STATA, SPSS and Gretl
- Communications Platform Management

LANGUAGES

- English
- French - Progress in education
- Sinhala
- Swedish - Progress in education

LEADERSHIP EXPERIENCE

- Chairperson for International Monetary Fund - Sri Lanka Model United Nations
- Goldman Sachs Leadership Program
- Deloitte Impact Program
- New York Foreign Policy Association Fellow
- Lund University Ambassador
- Sri Lanka Delegate to Harvard MUN
- Phi Theta Kappa Honor Society

REFERENCES

Can be provided upon request.

Management Consultant

180 DC Consulting | Lund, Sweden | Feb 2021 - May 2021

- Provided tailored solutions to **asses market potential, value propositions** and drive United Nation's sustainable development goals
- Analyzed **product life cycle and supply chain mapping** for startups focused on **sustainable materials** and solutions
- Solved issues in **strategic, marketing, investment, organizational efficiency, and social impact measurement** for client organizations

Business Developer and Sales Specialist

Preethi Motors | Matara, Sri Lanka | April 2019 - Jan 2020

- Reached yearly **sales targets and increased clientele by 14%**
- Conducted internal and **external communications** to maintain relationships with various stakeholders
- Oversaw organizational **financial and budgeting activities**

Sales and Marketing Specialist

Artists & Fleas – NYC | New York, USA | June 2016 - April 2019

- Provided **unparalleled customer service**, embodying the company values of a customer-first business to capture and maintained client relationships
- **Exceeded sales expectations**, completing 100% of monthly and yearly sales goals
- Grew corporate clientele by **strengthening vendor relationships**, increased product offerings and updated the ordering process and the presentation of products to clients
- Conducted **market research** and **analyzed trends** to identify new marketing opportunities
- Developed and created **marketing materials**, such as **sales and product collateral**, and ensure brand guidelines were met

ACADEMIC HONORS | AWARDS

- 🏆 **Lund Global Scholarship** Recipient
- 🏆 **Phi Theta Kappa All USA - New York State Academic Excellence Award**
- 🏆 **Abner B. Rosenfield Outstanding Scholarship and Citizenship Award**
- 🏆 **Weissman Center for International Business- Global Student Certificate – Most Dedicated Student Award**
- 🏆 **CUNY Academic Excellence Award** for International students
- 🏆 **BMCC Foundation Scholarship**
- 🏆 **BMCC Certificate of Merit**
- 🏆 **Dean's List**, City University of New York

EDUCATIONAL HISTORY



Lund University, School of Economics and Management | Lund, Sweden
MSc in Innovation and Global Sustainable Development | Aug 2020 - May 2022



Baruch College, Marxe School of Public and International Affairs | New York, USA
MIA in International Affairs | Aug 2019 - Jan 2020



University of Paris Dauphine | Paris, France
ERASMUS - International Business and Economics | Aug 2015 - Jan 2016



Baruch College, Zicklin School of Business | New York, USA
BBA in International Business & Finance | Aug 2014 - May 2016



Borough of Manhattan Community College | New York, USA
Associate of Arts, May 2014 (Honors) / Major: Business Administration | August 2012 – May 2014