

Sahil Gohe

Principal Consultant

Strategic analytics and consulting leader with 9 years of experience advising Fortune 50 and global enterprises across retail, FMCG, technology, and financial services. Proven track record in delivering high-impact analytics transformations, AI-driven solutions, and insight-led strategies that drive revenue growth and client satisfaction. Adept at leading cross-functional teams, influencing senior stakeholders, and translating complex data into actionable business decisions.

✉ sahilgohe1@gmail.com

☎ +44 7778157299

📍 London, UK

🌐 [linkedin.com/in/gohelsahil](https://www.linkedin.com/in/gohelsahil)

SKILLS

Solution Embedding Support

AI & Machine Learning Implementation

Insights & Storytelling

Client Advisory & Stakeholder Management

Proposal Development & Sales Enablement

Conflict Resolution

Cross-Functional Team Leadership

Consensus Building

Dashboard Designing

WORK EXPERIENCE

Principal Consultant, Analytics UK

Kantar

03/2023 - Present

London, UK

Achievements/Tasks

- Converted leads and led proposals to win 3 first-time client accounts ("new logos"), expanding company portfolio and revenue base.
- Spearheaded development of a conversational AI solution integrating brand tracker, panel, ad spend, and sales data; oversaw sales deck creation, demo tools, client demos, and iterative product improvements based on feedback.
- Achieved **100% project renewal rate** through consistent high-quality delivery and proactive client engagement.
- Acted as go-to resource for high-stakes sales conversations, crafting proposals and straw-man solutions for key client opportunities.
- Led strategic data management initiatives, implementing BI automation to reduce insight delivery time by 60% and increase data adoption across global teams.
- Provided indirect oversight of 25+ staff, including data analysts, scientists, designers, researchers, and offshore teams.

Director - Data Strategy & Engineering

Kantar

09/2021 - 03/2023

Remote

Achievements/Tasks

- Advised multiple Fortune 50 companies on data strategy, pricing, and resourcing, driving strategic decisions across global brands.
- Managed diverse analytics portfolios, exceeding revenue targets through innovative, scalable solutions.
- Led design and adoption of advanced analytics frameworks, improving operational efficiency and client satisfaction metrics.
- Ensured quality and timeliness of deliverables while proactively resolving project challenges.

WORK EXPERIENCE

Consultant

Cartesian Consulting

05/2017 - 09/2021

Achievements/Tasks

- Served as account owner for multi-billion-dollar clients across retail, insurance, FMCG, and automotive sectors, aligning analytics solutions with business goals.
- Managed analytics teams, delivering insights for NPS improvement, demand forecasting, and personalised sales targeting.
- Delivered measurable business impact, including optimising inventory for a major electronics retailer and building a Dealer Health Index for a global tractor manufacturer.

PROJECTS

Rolled out a conversational AI pilot tool built on brand tracker data for a leading client. (2025)

Designed a connected insights ecosystem, linking key metrics from multiple data sources (brand tracker, panel, Nielsen, ad spends, CSAT) to provide unified decision-making dashboards. (2024)

Portfolio optimisation for one of the largest tobacco & vape product producers, recommending Jobs-To-Be-Done (JTBDs) to R&D teams for strategic innovation. (2023)

Created hyper-personalised SKU recommendations for a global FMCG giant, driving retailer uptake. (2022)

Developed marketing mix models for a luxury beauty retailer, optimising their marketing spend. (2020)

Designed NLP-driven analysis to identify NPS drivers for a leading life insurance provider. (2019)

EDUCATION

MBA

Indian Institute of Management,

05/2015 - 03/2017

Rohtak, India

B.Sc. in Business Economics

Faculty of Economics, University of Ljubljana

06/2011 - 03/2014

Ljubljana, Slovenia

CERTIFICATES

HBX Core Pre-MBA Certificate (2015)

Harvard Business School, Boston

Big Data Research (2015)

London School of Economics, London

LANGUAGES

English

Native or Bilingual Proficiency

Hindi

Native or Bilingual Proficiency

Gujarati

Native or Bilingual Proficiency

French

Elementary Proficiency