

Ishaan Atul Nakhare

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EDUCATION

Stevens Institute of Technology Masters in Business Intelligence & Analytics Relevant Courses: <i>Business Intelligence, Data Analytics & Machine Learning, Supply Chain Analytics, Optimization & Process Analytics, Financial Decision Making, Marketing Analytics.</i>	Expected Graduation: May 2026 Hoboken, NJ
SAVITRIBAI PHULE PUNE UNIVERSITY Bachelor of Computer Science	Graduation: July 2023 Pune, India

EXPERIENCE

BEYOND TECHNOLOGIES Business Analyst Intern	Feb 2023 - Feb 2024 Pune, India
<ul style="list-style-type: none">Collaborated with the Business Analyst to understand client requirements during the transition from Lotus Notes to the Microsoft 365 platform, ensuring a smooth migration and alignment with business needs.Optimized the Electronic Product Improvement Proposal (EPIP) application by integrating SharePoint lists for data management, resulting in a 45% reduction in data loading time and a 40% increase in database entry speed.Optimized the Vendor JCB application by integrating Power Automate to streamline the processing of user-generated requests, enhancing efficiency by 30% and reducing vendor request processing time by 45%.	

ACADEMIC PROJECTS

Analyzing Market Dynamics & Revitalizing Brand Strategy

- Consolidated ~1M Medicare CCLF line-level claims (2016–2018) into 28,368 market-ready claims, integrating HCP/patient demographics, ICD-10→specialty, and ZIP→territory mapping.
- Quantified competitive share shifts: **Ketorolac down 74%→59%** while the main competitor rose 14%→29%, indicating switching vs. demand decline.
- Identified variant trial-without-retention (1 claim one-and-done; 2 claims salvageable; ≥3 adopted) and flagged ~25% salvageable writers (2018) for conversion targeting.

Medicare CVM Claims Analysis

- Analyzed 5 Syntegra Medicare CCLF claims files (198k+ records) in Python (Pandas) to evaluate CVM trends by patient age and procedure codes.
- Built a 4-tier HCP segmentation and delivered sales force + marketing allocation recommendations using YoY demographic insights and visualizations.
- Delivered go-to-market recommendations for sales force + marketing allocation using tiered deployment logic and YoY demographic insights/visuals.

New York Housing Market Analysis

- Performed EDA on NY residential property data (pricing, square footage, brokers, locality) and identified key price drivers using correlation/trend analysis.
- Built investor-focused visuals (heatmaps, trend lines) to highlight top streets/localities by price per sq. ft.

Cyclistic Bike-Share Analysis

- Defined business requirements for rider behavior analysis and translated stakeholder goals into SQL queries + Python scripts.
- Designed a scalable Google BigQuery + Python data pipeline to support large-scale analysis.
- Improved data accuracy by 30%, enabling reliable insights for business decisions.

SKILLS

Programming Languages and Database Tools: Python, Java, SQL, R, Microsoft Suite (Excel, Word, PowerPoint), PowerApps, Sharepoint, Power Automate, Power BI, Tableau.