

Angad Sharma

Data Analyst

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Bengaluru

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WORK EXPERIENCE.

KGiSL Educational Institutions - Senior Data Analyst

March 2024 - current

Bengaluru

- Collaborated with data engineering, product, sales strategy, and digital marketing teams to streamline dashboards using Tableau, and SQL, leading to a 30% boost in lead conversion rates.
- Reduced product return rates by 23% for key categories like Banking and Digital Marketing, Business analyst courses through detailed data analysis using SQL and Excel, identifying and addressing major contributing factors.
- Developed and implemented advanced customer segmentation strategies using SQL, and Excel, accelerating sales rates and enhancing sales efficiency.
- Directed daily responsibilities within the team, optimizing workflow distribution with Tableau, resulting in a 15% improvement in overall productivity.
- Mentored and developed interns and associates, utilizing SQL and data visualization tools, contributing to a 20% increase in team capability and operational effectiveness.

TESTBOOK EDU SOLUTIONS PRIVATE LIMITED - Senior Data Analyst

Jul 2022 - March 2024

Noida

- Designed and maintained dashboards to monitor KPIs for sales, marketing, and strategy teams using Tableau and SQL, leading to a 30-50% increase in operational efficiency.
- Streamlined SQL query operations, reducing processing times by over 20%, enhancing overall database performance for business-critical operations.
- Developed real-time sales insight dashboards with data engineering using Tableau, SQL, and Excel, contributing to a 26% increase in sales.
- Conducted ETL processes using SQL and automated dashboard creation with Tableau, improving data accuracy and accessibility.
- Designed a comprehensive marketing workshop funnel view in Tableau, resulting in a 31% increase in lead creation.

Byju's Exam Prep - Data Analyst

Jan 2020 - Jun 2022

Noida

- Utilized Advanced Excel functions (VLOOKUP, Pivot Tables) for in-depth data analysis and report generation, reducing manual work by 2 hours and increasing workflow efficiency.
- Collaborated with the data engineering team to create a logical business intelligence model for real-time sales tracking using SQL and Tableau
- Translated business questions into actionable insights through data analysis using SQL and Excel, contributing to a 15% improvement in decision-making processes.

Vedantu Innovations - Business Development Executive

Jan 2019 - Jan 2020

Noida

- Exceeded monthly targets through effective prospecting, calling, and conversion strategies, achieving a 25% increase in sales.
- Conducted customer meetings, providing product insights and driving sales, resulting in a 20% growth in customer conversion.

EDUCATION

Galgotias University - B-Tech, CSE

Jan 2015 - Jan 2019

Noida

SKILLS

- SQL
- Tableau
- Excel/ Google Sheets
- Data Visualization
- Data Analysis
- Business Analysis

CERTIFICATIONS

- SQL (Code Basics)
- Microsoft excel (Udemy)
- Tableau (SkilloVilla)
- Career Essentials in Business Analysis by Microsoft and LinkedIn (LinkedIn)