KUNAL CHHONKAR

Indian Institute of Technology Roorkee

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Professional Summary

- A B.Tech graduate from **IIT Roorkee** with strong analytical and problem-solving skills, proficient in **Python, SQL, and machine learning.** I am backed by experience in **real-world projects**, including adapting sales channels which led to a 10% increase in direct sales. I aim to transform complex data into actionable insights that support strategic decision-making and drive **measurable business growth** at your organization.

Education

Indian Institute of Technology, Roorkee   Nov 2020 – Jun. 2024
B.Tech Production and Industrial Engineering

Key Skills

Languages & Tools: Python, SQL, Power BI, Tableau, MS-Excel, PowerPoint.
Analytical Techniques: A/B Testing, Hypothesis Testing, KPI Definition, Behavioral Analytics, Collaborative Filtering
Soft Skills: Problem-Solving, Critical Thinking, Stakeholder Communication, Leadership, Collaboration.

Work Experience

Business Analyst

Chhonkar Shoe Co. — Agra, India (May 2024 – Present)

- Analyzed sales and inventory data to identify strategic opportunities, leading to a **10% increase** in direct sales to Cocoblu Retail Limited and a **10% reduction** in raw material waste.
- Spearheaded a major **improvement in on-time delivery** by developing and implementing a manual system to categorize and prioritize orders based on promised delivery dates, resulting in more efficient production workflows.

Data Science Intern

Exposys Datalabs — India (May 2023 – Jul. 2023)

- Optimized data quality through preprocessing and feature engineering, reducing inconsistencies by **15%** and enhancing model precision by **10%**.
- Developed and tuned machine learning models (e.g., XGBoost, Neural Networks) for diabetes prediction, which **improved model precision by 10%** and achieved an **AUC-ROC of 0.88**, aiding in early and more accurate patient diagnosis.

Projects

Data Jobs Market Dashboard Using Power BI   **GitHub**

- Built an interactive Power BI dashboard using 2024 job postings data to analyze trends in job titles, salaries, and locations, enabling users to explore the data job market effectively.
- Performed ETL with Power Query and created DAX-based KPIs; implemented drill-through pages, map visuals, slicers, and bookmarks for seamless and insightful navigation.

Nashville Housing Data Cleaning in SQL   **GitHub**

- Cleaned and standardized a large real estate dataset in **MS SQL Server**, handling missing values, normalizing formats, and splitting address fields to improve data quality and analytical usability.
- Leveraged **CTEs, window functions, and schema optimization** to remove duplicates, streamline tables, and prepare an analysis-ready dataset for BI reporting and data science workflows.

COVID-19 Data Exploration in SQL   **GitHub**

- Performed **exploratory data analysis** on global COVID-19 datasets in MS SQL Server, using joins, aggregations, window functions, and CTEs to analyze infection trends, mortality rates, and vaccination progress across countries and continents.
- Created **visualization-ready views and tables** for BI dashboards by transforming raw data into actionable insights, enabling population-level comparisons and tracking of vaccination coverage over time.

Universal Translator   **GitHub**

- Developed a **cost-effective, privacy centric**, locally-hosted solution for locally stored audio & video file & YouTube video transcription and translation, leveraging Whisper models and yt-dlp to eliminate API costs.
- Engineered a pipeline with automatic language detection (**31 languages**), translation capabilities, and intelligent duplicate content filtering for improved readability.

Positions of Responsibility

Steering Head, Team KNOx — Led a **25-member team** to achieve **AIR 15** at BAJA-SAE 2022.   May 2023 - 2024
Co-Coordinator, Thomso 22 — Organized **Tele Sporcle** event in one of **Asia's largest cultural fests**.   Oct. 2022