Deepali Diwakar
Buisness Analyst

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Skills

Programming & Querying: SQL, Python, PySpark
Data Visualization Tools: Advanced MS Excel, Power BI, Google Sheets
Analytical Abilities: Data Cleaning, Exploratory Data Analysis (EDA), Insight Generation
Soft Skills: Problem Solving, Public Speaking, Communication, Attention to Detail, Active Listening, Team Management

Experience

Business Development Intern   **March 2025 – Present**
Thumb Stoppers (Remote)   *Tools Used: MS Excel, Google Sheets, Power BI*

- Chrome scraping tools to automate data collection from competitor websites, streamlining 1000+ lead generation and enhancing sales targeting capabilities.
- Utilized tools like Snov.io, Apollo.io, and Octopus CRM to streamline lead generation, automate outreach campaigns, and manage B2B sales funnels across LinkedIn and email.
- Supported strategic growth initiatives by identifying potential clients, researching market trends, assisting in proposal development, coordinating with cross-functional teams to improve efficiency and drive sales performance.

Projects

Retail Data Analysis | *Python, PySpark*   **[GitHub](#)**

- Analyzed large-scale retail transaction data using PySpark for distributed data processing, leveraging and Spark SQL for data cleaning, aggregation, and KPI extraction. Applied transformations, joins to derive sales insights, and visualized results using Matplotlib and Seaborn.

Sales Dashboard for Regional Performance | *Power BI*   **[GitHub](#)**

- Designed a Power BI dashboard for Blinkit to analyze daily orders, sales trends, and product performance.
- Calculated key metrics like average order value, revenue growth, and fulfillment rates.
- Enabled business insights using dynamic charts, slicers, and drill-throughs across time and region filters.

Global Layoffs Analysis | *MS Excel*   **[GitHub](#)**

- Built a sales dashboard in Excel to track product-wise performance across states, regions, and zones.
- Visualized average and total sales using pivot charts and slicers for dynamic filtering.
- Analyzed sales quantity and trends by product type to drive actionable insights.

Position of Responsibility

- **Nukkad Natak Head:** Ehsaas Dramatics Society, BIT Mesra.
- **Mime and Musical Skit Head:** Ehsaas Dramatics Society,BIT Mesra .
- **Sponsorship Team Executive:**Pantheon'24 (Tech Fest), BIT Mesra.

Education

Bachelor of Technology in Chemical Engineering   **Nov.2022- June 2026**
Birla Institute Of Technology Mesra   *Ranchi, Jharkhand*