

# DILIP SWARAJ SAHU

Mumbai, India | +919372243943 | [shaudilip3@gmail.com](mailto:shaudilip3@gmail.com) | [linkedin.com/in/dilip-sahu-054312255](https://www.linkedin.com/in/dilip-sahu-054312255) | [github.com/Dilip8898](https://github.com/Dilip8898)

Proficient in Data Visualization, Reporting, Dashboarding, Insight analysis with Bachelor of Data Science background with hands on experience in SQL, Excel, Power BI, Alteryx, Tableau. Honing strong analytical skills, decision-making, problem solving abilities with learning mindset and proactive approach.

## TECHNICAL SKILLS

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|--------------------------|-----------------------|-----------|----------------------|
| • Power BI Desktop       | • Advanced Excel      | • Tableau | • AWS(Basic)         |
| • Power BI Service       | • SQL                 | • Alteryx | • Data Visualization |
| • Power Query (M- Query) | • MySQL               | • Python  | • Machine Learning   |
| • DAX                    | • Financial Modelling | • HTML    | • CSS                |
|                          |                       |           | • JAVASCRIPT         |

## WORK EXPERIENCE

### ASSISTANT MARKETING & SALES | JINDAL SAW LTD, MUMBAI (Full Time)

Oct 2024 – April 2025

#### Analytics & Reporting Initiatives (Work Closely with Dr.Ulhas Naik Sir – VP & Regional Sales Head):

- Streamlined reporting by 50% using Excel (Pivot Tables, VLOOKUP) on production and sales data.
- Developed Power BI dashboards tracking KPIs for 200+ steel SKUs, improving inventory turnover by 25% and reducing dispatch delays by 30%.
- Automated performance tracking with Power BI Service and DAX, enhancing visibility across operations.
- Resolved billing and dispatch issues with cross-functional teams, boosting customer satisfaction by 15%.

#### Responsibilities:

- Executed post-order processes in SAP, including sales order creation, quotations, and customer negotiations per pricing policies.
- Managed tender documentation, daily order tracking, and coordinated shipment forecasts with the Sales Team.
- Liaised with regional managers for payment follow-ups and order clearances.
- Handled customer inquiries, technical feasibility checks, costing, and dispatch planning.
- Coordinated with Design and Pattern Development teams to meet client specifications.
- Ensured timely processing of global internal orders and provided regular status updates to stakeholders.

**Tools Used:** SAP, Power BI (Desktop & Service), Power Query, DAX, Pivot Table, Advanced Excel

### BUSINESS ANALYST | EVAVO WELLNESS & SOLUTION LLP, Mumbai (Internship)

May 2023 to Aug 2023

- Managed clients high-volume accounts receivable with a 95% collection rate, 20% reduction in outstanding.
- Accomplished successful payment discussions by reviewing data through Excel, resolved disputes efficiently, and optimized invoicing which reduced overdue claims receivable accounts by 35% and 15% increase in on-time payments.

**Tools used:** MS Excel, VLOOKUP, Pivot Table, MS Word

### TECHNICAL ANALYST | STOCKAXIS (A STOCK ADVISORY COMPANY) (Internship)

July 2022 to Sep 2022

- During my internship in technical analysis at StockAxis, I gained valuable hands-on experience in analyzing stock trends, identifying key technical indicators, and generating actionable trading insights. I honed my skills in chart pattern recognition, Fibonacci retracements, and moving average analysis, which significantly contributed to my understanding of market behavior and trading strategies. This opportunity not only enhanced my analytical abilities but also solidified my passion for analytics methodologies. I found out how Hindenburg Research identified financial fraud in Adani Enterprises by analyzing its ROIC.

**Learn:** MS-Excel, Technical Chart, Fundamental Analysis, Financial Modelling, Money control, Screener, Economic Time

### CONSTRUCTION SITE SUPERVISOR (Full Time)

June 2016 to Mar 2020

- Managed 3 to 4 projects from starting to completion
- Recruitment construction employee for new sites and handle 15 to 20 employees
- Oversaw daily operations, resolved on-site/local issues, and ensured smooth workflow.
- Handled procurement and management of construction materials.
- Maintained ledger work (Accounting) and documentation all are work under private BMC tender projects.

**Learn:** Business Strategy, People Management, Business Development, Competition Advantage

## PROJECTS

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### Spotify Data Analysis | Power BI | <https://github.com/Dilip8898>

- Identified 25% higher album and artist engagement on weekends compared to weekdays, highlighting critical timing for music promotions and user engagement strategies.
- Discovered year-over-year growth in track diversity, with a 40% increase in unique tracks listened to, indicating evolving user preferences and broader music exploration Crafted.

### Uber Data Analysis | Power BI | <https://github.com/Dilip8898>

- Uncovered peak ride demand during weekday rush hours (7–9 AM & 5–7 PM), enabling recommendations for optimized driver allocation and reduced customer wait times.
- Crafted Power BI reports for Trip analysis & performance by using Power Query, Charts and DAX for calculations.

### Most Medicine Use Analysis | SQL | <https://github.com/Dilip8898>

- Built an overview report of sales and profit trends insight into the top 10 selling and profitable sub-categories across 4 years.
- Write SQL Query to find Insights, Power BI Desktop for charts, cards, table & filter.

### House Price Prediction in Mumbai | Python, ML, & SQL | <https://github.com/Dilip8898>

- Engineered a robust house price prediction model utilizing Python and Machine Learning, demonstrating proficiency in data-driven real estate valuation.

## EDUCATION

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### VIDYALANKAR SCHOOL OF INFORMATION TECHNOLOGY – Mumbai, Maharashtra

2021 - 2024

- Bachelor of Data Science, Maintaining an average of 9.20 CGPA

### G.N Khalsa College – Matunga, Mumbai, Maharashtra

2014 - 2016

- 12th Science with Physics, Chemistry and Math, State Board, **70% aggregate.**

### CBM HIGH School – GTB Nagar, Mumbai, Maharashtra

2003 - 2014

- 10th with **81.60% aggregate**

## ACHIEVEMENTS

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- 1st in Intercollege Startup Pitch Idea (DV Coupon)
- 1<sup>st</sup> in Intracollege Project (1<sup>st</sup> year in college competition)

## CERTIFICATE

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- HackerRank – SQL(Intermediate)
- Python for Data Science and Machine Learning (Udemy Certificate)