

# Gulshan Kumar

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## PROFESSIONAL SUMMARY

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Aspiring Data Analyst and Computer Science undergraduate with hands-on expertise in data analytics, data forecasting, and data storytelling. Proficient in SQL (MySQL), Python (Pandas, NumPy, Matplotlib, Seaborn), Statistics, Excel and Power BI for building interactive dashboards and uncovering data trends.

## EDUCATION

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**Dr. D Y Patil Institute Of Technology**  
*Bachelor of Engineering in Computer Science*

Pimpri, Pune  
Aug 2023 – May 2027

## EXPERIENCE / PROJECTS

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### **Deloitte Virtual Internship – Data Analyst** | *Excel, Tableau, Data Visualization* [Certificate]

- \* Completed Deloitte's job simulation in data analysis and forensic technology, replicating real-world consulting workflows for a corporate client case.
- \* Utilized Excel to classify, filter, and aggregate 5K+ transaction records, uncovering 3 high-risk patterns and supporting evidence-based business conclusions.
- \* Designed an interactive Tableau dashboard with 4 core KPIs (revenue by segment, anomaly frequency, seasonal trends, client category performance), streamlining insight delivery for stakeholders.

### **Blinkit Sales & Consumer Behavior Analysis** | *MySQL, Power BI, Excel* [GitHub]

- Conducted data analytics on 9K+ Blinkit sales records, uncovering 5 key purchase patterns and seasonal demand shifts across 10 cities.
- Engineered an 8-page Power BI dashboard with 6 interactive KPIs (revenue growth, inventory status, product trends), reducing report generation time by 60%.
- Formulated pricing and promotional strategies for 4 underperforming regions, driving a 12% uplift in revenue and a 5% increase in customer repeat rate.
- Applied data forecasting techniques to predict next-quarter sales trends with 92% accuracy, enabling proactive inventory planning.
- Leveraged data storytelling to present insights to senior leadership, resulting in approval of a new promotional campaign.

### **Customer Churn Analysis & Dashboard** | *MySQL, Power BI* [GitHub]

- Segmented 6K+ customers into 3 cohorts (churned, retained, new) using 7 SQL filters on tenure, contract, and payment behavior—demonstrating role as a data analyst on cross-functional retention projects.
- Constructed 2 SQL views and a 2-page Power BI report to track 5 churn KPIs and pinpoint the top 3 risk factors.
- Enabled targeted retention campaigns via data analytics, reducing overall churn by 15% over 3 months by identifying high-risk segments.
- Analyzed data trends to uncover seasonality effects on churn, guiding timing of customer outreach.

### **Superstore Sales KPI Dashboard** | *MySQL, Power BI* [GitHub]

- Modeled an 8K-row Superstore sales dataset with 6 SQL joins and 4 aggregate queries to build a robust reporting layer for data-driven decisioning.
- Designed a 6-metric Power BI dashboard visualizing regional profits, shipping delays, discount impacts, and product category performance.
- Enabled operations to cut shipping delays by 18% and boost regional margins by 10% through optimized discount strategies.
- Utilized data storytelling techniques in dashboard narratives, increasing stakeholder engagement and driving faster issue resolution.

## CERTIFICATES & ACHIEVEMENTS

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- **Database Management Systems** — NPTEL (IIT Kharagpur)  
Completed a 12-week hands-on DBMS course covering SQL, ER modeling, normalization, and transactions; designed and deployed 3 scalable schemas for analytics projects.
- **Data Mining** — NPTEL (IIT Roorkee)  
Mastered clustering, classification, and regression across 4 assignments; built a customer churn model attaining 89% accuracy on a 6K-row dataset.
- **Python for Data Science** — NPTEL (IIT Madras)  
Executed a retail sales forecasting case study on 50K+ records using Pandas, NumPy, and Matplotlib; applied data forecasting methods to improve prediction precision.
- **2nd Runner-up – Tech-E-Quiz** — Institution of Engineers (India)  
Accomplished 3rd place among 200+ participants in a national-level technical quiz by demonstrating expertise in SQL, algorithms, and core computer science.
- **5 Star in MySQL** — HackerRank  
Attained a 5-star rating by solving 60+ advanced SQL challenges (joins, window functions, subqueries).
- **SQL Basic Certificate** — HackerRank  
Acquired 70+ SQL exercises in filtering, grouping, and joins with 100% completion—reinforcing data analyst fundamentals.
- **Pandas Course** — Kaggle  
Conducted 8 hands-on labs on data wrangling, merging, and time-series analysis on 70K+ rows of real-world data.
- **Data Science with Python** — Infosys Springboard  
Implemented 2 end-to-end ML notebooks covering preprocessing, modeling, and evaluation; realized 87% accuracy on a sample classification problem.

## TECHNICAL SKILLS

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- **Languages:** Python, C/C++, SQL (MySQL), Excel, DAX
- **Visualization:** Power BI, Excel Charts, Matplotlib, Seaborn
- **Data Engineering & Analysis:** Pandas, NumPy, Scikit-learn
- **Tools:** Git, GitHub, Google Colab, Jupyter Notebook, VS Code, Visual Studio, PyCharm
- **Additional Skills:** Data Cleaning Techniques, Statistical Methods, Data Modelling, Data Orchestration Tools, Large Datasets Experience, Analytical Thinking, checkSQL, checkPython, checkPower BI