

JAMAL SHAH

Sales Planning Associate

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Summary

Former data scientist skilled in statistical modeling, machine learning, and deriving actionable insights from complex datasets. Currently thriving as a Sales Planning Associate, seamlessly applying analytical expertise to inform Region wise initiatives. Proven track record in forecasting, market analysis, and optimizing revenue through effective sales strategies. A versatile professional with a unique blend of technical and business acumen, adept at bridging the gap between data science and sales for measurable results

Skills

Python • Tableau • Excel • Process Automation • VBA • SQL • Azure Technologies • SQAS/SQIS/SQRS • R • ETL • Github • Docker • Power Query

Experience

Jazz Pakistan
Associate Sales Planning Analyst 08/2023 - Present

Jazz is a top telecommunications company in Pakistan, known for innovative mobile and data services. Committed to reliable connectivity and customer satisfaction, Jazz is a leader in advancing communication solutions nationwide.

- Automated ad-hoc data reports and processes. Updated the Sales team with daily KPI performance dashboards. Created and updated regional and bonus promotions for the Sales team in the South, including target setting and monthly sales dashboards. Developed weekly Business Performance Presentations comparing the Southern Region to nationwide performance for Higher Management. Produced monthly Deep Dive Presentations for overall KPI achievements in South 4.

Aeyesafe Remote
Data Scientist 04/2023 - 07/2023

Award Winning AI Startup that helps in enhancing senior safety.

- Working closely with Product Owner, architects, other team members to understand story definition and its acceptance criteria, apply the knowledge of software engineering knowledge and translate requirements to design and implementation. Building models, perform statistic analysis, writing programs to help facilitate the backend services and data pipeline process. Contributing to deploying application to various environments.

Spiritual Data Remote
Data Scientist 12/2022 - 02/2023

Spiritual Data is a global community and a United States registered non-profit organization, with a mission to empower informed decision-making and advance scientific understanding by fostering a collaborative, reliable, and accessible source of truth for spiritual questions.

- Gathered and labeled various types of spiritual experiences from websites. Worked on building data pipelines for Spiritual Data and developed a recommendation system for the website.

Taraqee Foundation Quetta, Pakistan
Data Analyst Intern 05/2020 - 09/2020

Balochistan based Pakistani NGO working for the poverty alleviation and social development for the past twenty-five years.

- Worked on import, inspect, clean, transform, validate, model, or interpret collections of data with regard to the business goals of the Foundation. Learned about the data sources and repositories which provide consistent and reliable data. Learned the tools which were used by the organization and provide data insights.

Education

Szabist Islamabad
Bsc. Software Engineering 02/2018 - 02/2022

Courses & Certificates

Machine Learning

Deep Learning Specilization

Data Science Specilization