CV: Nitin Dubey – Data Analyst / Data Scientist / MIS Coordinator

Nitin Dubey

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Professional Summary

Data-driven retail strategist transitioning into Data Analytics and MIS Coordination, with 10+ years of experience interpreting sales trends, automating dashboards, and driving business growth using analytics. Proven record of using Excel, Power BI, SQL, and AI-driven tools to develop actionable insights, implement predictive analytics, and transform loss-making units into profitable growth stories. Skilled in leveraging Machine Learning, Cloud BI, and AI automation to enhance decision-making, improve operational efficiency, and maximize profitability.

Core Competencies

• **Business Intelligence (BI) & Dashboards** – Power BI (Advanced), Tableau, Google Data Studio/Looker Studio

• **MIS Coordination & Reporting Automation** – Power Query, Alteryx, Knime, Apache Airflow

• **Data Analytics & AI** – Python (Pandas, NumPy, Scikit-learn, Matplotlib, Seaborn), R (Basic), AutoML (Google AutoML, Azure ML Studio, H2O.ai)

• **Forecasting & Predictive Analytics** – Time-Series (ARIMA, Prophet), Sales & Demand Prediction, Clustering, Market Basket Analysis

• **Cloud & Big Data** – Google BigQuery, Snowflake, AWS Redshift, Azure Synapse

• **AI for Business Growth** – ChatGPT/OpenAI API, LangChain, Generative AI for dashboards & reporting, AI-powered CRM (Salesforce Einstein, HubSpot AI)

• **Marketing & Customer Profitability AI** – Google Analytics GA4, Meta Ads AI Optimizers, Recommendation Engines

• **Retail KPIs & Data-Driven Merchandising**

• **Cross-Functional Collaboration & Visual Merchandising Insights.**

Professional Experience

Senior Data Analyst & MIS Coordinator

Reliance Retail Ltd. (Trends Division) | Nov 2019 – Present | Jabalpur

- **Designed and automated daily, weekly, and monthly MIS reports across 20+ stores using Excel and Power BI, improving reporting accuracy and decision-making speed.**

- **Conducted data analysis on secondary sales, product categories, and footfall trends; used findings to guide regional business strategy.**

- **Developed Power BI dashboards tracking revenue, customer conversion, and inventory turnover—shared with leadership for strategic planning.**

- **Collaborated with VM, supply chain, and merchandising teams to align data insights with on-ground operations.**

Data Analytics Specialist – Franchise Retail Insights

KLUB FOX (Naagal Garments Pvt. Ltd.) | Oct 2017 – Oct 2019 | CG & Odisha

- **Tracked and analyzed monthly sales performance for 14 franchise outlets using Excel-based templates.**

- **Used historical trends to forecast product demand and assist franchise partners in inventory planning.**

- **Automated reports for stock levels, category performance, and regional promotional campaigns.**

Retail Data Analyst

Pepe Jeans India Ltd. | Aug 2014 – Sep 2017 | Madhya Pradesh

- **Monitored performance data of 10 stores (EBOs + MBOs) and generated actionable insights to support merchandising, pricing, and staffing decisions.**

- **Created and maintained daily and weekly reports for leadership using Excel and Google Sheets.**

MIS Coordinator – Store Operations

Promart Retail India Pvt. Ltd. | Oct 2009 – Jul 2014

- **Maintained detailed MIS records for store-level performance, including sales, inventory, and customer flow.**

- **Generated trend reports to assist with marketing and product display planning.**

Junior MIS Executive – Sales Analytics

Liberty Retail Revolution Pvt. Ltd. | Apr 2007 – Sep 2009

- Supported daily sales reporting, maintained accuracy logs, and contributed to product-wise sales analysis.

Education

- **E-MBA, Indian School of Business Management (ISBM), Indore –** *2015 | 74%*

- **PGDCA, Maharishi Mahesh Yogi Vedic Vishwavidyalaya –** *2016 | 67%*

- **B.Sc. (Mathematics), MGCGV, Satna –** *2012 | 65%*

Certifications

• **Microsoft Data Analytics – Coursera (Skill Nation Institute)**

• **Power BI for Business Intelligence – Microsoft Skill Nation Institute**

• **Python for Data Science – Skill Nation Institute / Coursera**

• **SQL for Data Analysis – Mode / Skill Nation Institute**

• **Tableau for Business Intelligence – Coursera**

• **Machine Learning Fundamentals – Google/IBM (AI-driven models)**

• **Cloud Data Analytics – AWS/Azure/Google BigQuery (in progress)**

Technical Skills

• **Excel (Advanced) – Pivot Tables, Charts, Power Query, Macros, Solver, What-if Analysis, Forecasting models, Excel Copilot (AI-driven analysis)**

• **Power BI – Visualizations, DAX, Filters, Dashboard Design, Automation**

• **Tableau / Google Data Studio – Storytelling Dashboards**

• **SQL – Joins, Group By, Queries for Data Summaries**

• **Python – Pandas, NumPy, Matplotlib, Seaborn, Scikit-learn (Predictive Modeling, ML)**

• **R (Basic) – Statistical Analysis & Forecasting**

• **ETL & Automation – Power Query, Alteryx, Knime, Apache Airflow**

• **Cloud BI – BigQuery, Snowflake, AWS Redshift, Azure Synapse**

• **AI & Generative Tools – OpenAI API (ChatGPT), LangChain, AI-powered CRM, GA4 AI insights.**

Personal Strengths Aligned to Reliance Culture

- **Customer-Focused: Sales trend analytics used to optimize merchandising and promotions.**

- **Innovation: Introduced MIS automation to replace manual reporting at multiple companies.**

- **Team Collaboration: Cross-functional alignment with regional and store-level teams.**

- **Agility: Quickly adapted to business needs with customized dashboards and analysis.**