

# SHIVANK RAJPUT

Deputy Manager - Data Analytics & Strategic Leader



## About Me

Results-oriented Data Analytics Leader with over 6 years of experience transforming complex datasets into actionable business roadmaps. Expert at bridging the gap between deep-tier data engineering and executive strategic planning. Specialized in building automated ecosystems and Agentic AI workflows that drive operational excellence, reduce defects, and boost conversion rates through "Data with Purpose".

## Contact

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## Tech Stack

- **Programming & Development:** Python, VS Code, Office 365, Power Automate
- **Databases & Infrastructure:** Azure Blob Storage, Azure App Services, MongoDB, Qdrant, phpMyAdmin
- **Data Visualization, Reporting & Design:** Power BI, PowerPoint, Prezi, Figma, Canva, Adobe Illustrator
- **Productivity & Office Tools:** MS Office Suite (Word, Excel, PowerPoint), Smartsheet, Google Sheets

## Core Impact & Expertise

**Operational Intelligence:** Reduced inventory defects by 15% via real-time monitoring and automated alerting.

**Growth-Focused Analytics:** Achieved a 25% increase in sales conversion through advanced data insight and customer trend insight.

**Strategic Data Leadership:** Translating complex technical architectures into executive insights for long-term growth.

**Expertise domain:** Retail, E-commerce, Quick Commerce, Seller Central like Amazon, Walmart and Flipkart

## Key Projects

- Created a Centralized organisational portal which uses Amazon Seller Central api data, Azure, and React, establishing a Single Source of Truth.
- In-house HRMS Suite from Admin & Employee portals for performance tracking and attrition analysis.
- Ops Trackers like Project & Query management, and Asset Trackers — digitized workflows with real-time visibility.
- Demand Planner Workflow: Hierarchy-based approval system for demand planning with data validation before ERP ingestion.
- Inventory & Ops Dashboard: Real-time inventory operations dashboards tracking SLA and aging for defect reduction.
- Sales Analytics Dashboard: P&L analysis, customer buying patterns, and returns analysis for strategic decisions.
- Board Decks & CXO Reports: Monthly board decks and executive reports translating operational metrics into growth plans.

## Domain Expertise

- Amazon/Flipkart/Walmart APIs
- Retail & E-commerce Ops
- CXO Board Deck Creation
- Project Management
- Ops Workflow Management
- Team Management & Training
- Cross-functional Collaboration

## Language

- English
- Hindi
- Japanese

## Experience

### Deputy Manager- Data Analyst

#### Ecosoul Home

**Jul,22 – Present**

- Lead data strategy for critical business operations, collaborating with C-suite executives to align analytics with organizational goals.
- Engineer automated ETL/ELT pipelines using Python, SQL, and Azure to process data from Amazon APIs.
- Develop an Agentic AI chatbot and dashboards to track real-time inventory, Sales, PnL, SLAs, and aging, cutting operational defects by 15%.
- Mentor junior analysts and manage cross-functional teams to deliver high-impact data products

### Business Analyst

#### Data Flow Group

**(Jan– Jun) 2022**

- Analyzed revenue inflow, EBITDA, and PSV trends to provide diagnostic insights for monthly board decks
- Creating Monthly Board decks, Operational KPI's, Audit deck, Process Flow Charts etc.

### Business Analyst & Development

#### Zoylee Web Services

**Nov,19 - Dec,21**

- Increased sales conversion rates by 25% through geo-spatial data mining and city-level market mapping
- Identified critical business threats through SWOT analysis and proposed data-backed mitigation strategies

## Education

### PSIT, Kanpur | AKTU

**2017- 2019**

Master of Business Administration (Marketing & HR)

### K.N.G.D. Modi, Ghaziabad | AKTU

**2011-2015**

Bachelor of Technology (Mechanical Engineering)