

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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🌐 adorix.blogspot.com

📍 Noida. U.P

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

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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)