

# Hello

## I'm Abhay Shelke

Hadapsar,  
Pune, 411028  
7020390528  
[abhayshelke101@gmail.com](mailto:abhayshelke101@gmail.com)

## Skills

### Data Analysis & Reporting

- **Data Analysis** : Extracting actionable insights from large datasets.
- **Trend Analysis** : Identifying sales trends, peak periods, and performance by categories.
- **Descriptive Analytics** : Interpreting historical data to assess performance and forecast trends.
- **Sales Performance Analysis** : Examining metrics like revenue, average sales value, and order trends.

### Data Visualization & Dashboard Creation

- **Dashboard Design (Power BI/Tableau/Excel)** : Creating dynamic, user-friendly dashboards to visualize complex datasets.
- **Data Visualization** : Presenting insights with charts, graphs, and interactive elements (e.g., pie charts, line graphs).
- **KPI Tracking** : Visualizing key performance indicators (KPIs) such as total revenue, sales trends, and customer ratings.

### Business Intelligence & Decision Making

- **Business Intelligence**: Providing stakeholders with data-driven recommendations for better decision-making.
  - **Retail Analytics**: Analyzing sales performance across outlets, product categories, and outlet types.
  - **Product Segmentation**: Evaluating best and worst-performing items and categories (e.g., pizza types, retail items).
  - **Customer Preference Insights**: Identifying high-demand products, top sellers, and regional performance trends.
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## Projects

### 1. Project Title: Blinkit Sales and Outlet Performance Analysis

- **Analyzed sales performance** for Blinkit, a retail app, across various outlets and item types, resulting in \$1.2M in total sales with an average sales value of \$141.
- **Created interactive dashboards** to track key performance indicators such as total sales, average sales, number of items sold (8.5K), and customer ratings (3.9).
- **Segmented sales by outlet location (Tier 1, 2, 3)**, identifying significant contributions from Tier 3 outlets (\$472.13K) with a total share of 71.3%.
- **Conducted outlet and item size analysis**, highlighting high-value outlets and most-sold item categories like snacks, beverages, and household goods.
- **Performed historical trend analysis** on outlet establishment growth from 2012 to 2022, identifying peak periods and overall outlet expansion trends.
- **Analyzed outlet performance by type** (Grocery stores, supermarkets), revealing that "Supermarket Type 3" had the highest total sales (\$1.3M) with consistent item visibility and top average rating scores.
- **Utilized data visualization tools (Power BI/Tableau/Excel)** to create a user-friendly interface for stakeholders to track performance metrics across different outlet sizes and types.

### Key Skills:

- Sales Data Analysis
- Data Visualization (Power BI, EXCEL)
- Outlet and Product Segmentation
- Business Intelligence
- Dashboard Design
- Retail Analytics

### 2. Project Title : Pizza Sales Data Analysis

- **Analyzed sales trends and performance** from a dataset covering a defined time range (Jan 15 - Dec 15), involving over 21,350 orders and 49,574 pizzas sold.
- **Created interactive dashboards** using data visualization tools to showcase revenue, pizza category performance, and sales patterns by day, month, and pizza size.
- **Utilized Excel, Power BI and MS SQL** for data analysis and visualization, incorporating key metrics such as total revenue (\$817.86K), average order value (\$38.31), and average pizzas per order (2.32).
- **Performed trend analysis** to identify peak sales periods (weekends, Friday/Saturday evenings) and high-demand months (July and January).

- **Segmented sales performance** by pizza categories, highlighting the most popular types (e.g., Classic and Large pizzas) and determining which categories contributed most to revenue and orders.
- **Conducted a deep dive into product performance**, identifying top and bottom-selling pizzas in terms of revenue, quantity, and total orders.
- **Gained insights into customer preferences**, helping to optimize inventory management and marketing strategies based on peak sales periods and best/worst sellers.
- **Applied data-driven recommendations** to boost sales by focusing on high-demand pizza categories and sizes.

## Key Skills:

- Data Analysis
  - Data Visualization (Power BI, Excel and MS SQL)
  - Trend Analysis
  - Sales Performance Reporting
  - Business Intelligence
  - Dashboard Creation
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## Education

- Aril 2016 - March 2017  
**Cambridge High School, Nanded-MH**  

SSC - 10th	66.64%
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- March 2018 - February 2019  
**Munjaji Patil Junior College, Nanded-MH**  

HSC - 12th	60.31%
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- August 2019 - July 2022  
**MGM's College of CS & IT, Nanded-MH**  

Bsc - Computer Science	80.34%
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- August 2022 - Ongoing  
**Chandigarh University, Ludhiana- Punjab**  

MCA	Ongoing
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