

VIPIN RAWAT

Mob No. :- 9711099173

Mail :-vipinrawat026@gmail.com

Linkedin- [Link](#)

EDUCATION

- **PGDM- (Business Analytics) CDL / Ghaziabad /2024.**
- **B-Tech (EEE)**
Indraprastha Engineering College / Ghaziabad
- **INTERMEDIATE**
DAV Public School/Ghaziabad
- **HIGH SCHOOL**
DAV Public School/Ghaziabad
- **PW SKILLS**
Currently pursuing data analytics Program

SKILLS

- **Proficient in Exploratory Data Analysis (EDA)** with skills in data cleaning, visualization, summary statistics, and pattern identification using tools like Python.
- Familiar with **data visualization** tools like **Power BI**.
- **Statistical Knowledge:** Familiarity with statistical concepts and techniques, including hypothesis testing.
- **SQL:** Knowledge of SQL and ability to write queries to extract and manipulate data from relational databases.
- **Data Wrangling:** cleaning, transforming, and preprocessing data for analysis.

PROJECTS

- Exploratory data analysis- [Link](#)
- Power BI - [Link](#)
- SQL - [Link](#)

CAREER OBJECTIVE

"Results-driven sales performance analyst with experience analyzing sales data to drive business growth, optimize sales strategies, I'm excited to leverage my analytical skills and experience to transition into a data analyst role. I'm confident that my ability to drive business growth through insights and recommendations will make me a valuable asset to your team

WORK EXPERIENCE

Sales Performance Analyst

POLYCAB INDIA LTD./Mumbai/July-22 - June-25

- Analyzed sales data and trends to develop actionable insights, dashboard and recommendations for optimizing sales performance.
- Assisted Organizing and overseeing assignment to drive operation excellence.
- Evaluated employee's performance and conveyed constructive feedback to improve skills.
- Mentored junior staff member in their professional development by offering guidance/support in their assigned roles.
- Contributed to the development of sales and marketing plans, providing valuable insights and recommendations based on market analysis.
- Monitoring weekly sales to ensure timely achievement of targets.
- Maintain an up-to-date database of retailers for streamline operations

AUTOMATION

SUNWODA ELECTRONICS /Noida/ Dec- 2021-Jun-2022

- Reviewed all test cases and test scripts for quality and identified additional areas to review.
- Managed spare parts inventory for automated equipment, reducing lead time on critical repair and minimizing downtime cost.
- Keep on track with deadline for development cycle time.
- Update and maintained project documentation for detailed recordkeeping.
- Worked closely with Quality assurance team to enhance product consistency through process automation improvements.
- Troubleshoot, fixed and improved electrical controls.

BUSINESS DEVELOPMENT EXECUTIVE

ELECTRO CONTROL SYSTEM /Noida/ July 2018- Apr-2019

- Established and maintain high effective relationship with clients and industry partners to drive growth.
- Keep detailed record of daily activities through online customer database.
- Amplified sales revenue by adeptly managing the entire sales cycle from initial lead generation to successful deal closure.
- Maintained precise and systematic records within the customer database to ensure data integrity and efficiency.