

VINAYAK NAIK

+91-7406813824 ✉ vinunaik210@gmail.com  LinkedIn 📍 Mangalore, India

Summary

Data Enthusiastic professional with a strong foundation in Python, SQL, Excel, and machine learning. Experienced in data cleaning, preprocessing, and model development to uncover patterns and drive data-informed decisions. Eager to apply analytical and problem-solving skills to complex datasets in dynamic environments.

Skills

Programming & Querying: Python, SQL
Data Visualization Tools: Advanced MS Excel
Libraries: NumPy, Pandas, Matplotlib, Seaborn,
Analytical Abilities: Data Cleaning, Exploratory Data Analysis (EDA), Insight Generation, Descriptive Statistics

Experience

Tata Consultancy Services (TCS)- Nagpur	Nove 2023 – Present
<i>Hil Validation Engineer</i>	<i>Tools Used: Canoe, Canape, Excel</i>
<ul style="list-style-type: none">– Processed and standardized a dataset of over 1,00,000 rows from multiple regions to support weekly analytics—enabled business teams to track KPIs across geography and time.– Designed smart Excel templates embedded with lookup functions and pivot logic, saving 40% reporting time across 4 departments.	

Projects

Customer Churn Analysis Python	March 2025 – April 2025
<ul style="list-style-type: none">– Analysed behaviour of 7,043 telecom customers to identify churn patterns based on tenure, contract type, and monthly charges.– Engineered new features including contract type buckets and tenure bands to improve segmentation and insights.– Generated 11 visualizations (histograms, box plots, heatmaps) to highlight churn-prone segments.– Revealed that 38% of churned users were on monthly contracts with less than 3-month tenure—suggested early engagement strategies.	
Sales Dashboard for Regional Performance SQL, Power BI	February 2025 – March 2025
<ul style="list-style-type: none">– Queried and joined 3 sales-related tables covering over 25,000 rows across 12 months and 5 regions using optimized SQL joins to create consistent, analysis-ready datasets.– Built 10 dynamic measures and KPIs in Power BI to track regional sales, return trends, and product performance.– Designed multipage dashboards with slicers and filters, helping stakeholders drill down by region, product category, and time.– Detected 14% sales drop post-festival in the South region. Later, the insight was used for a marketing recovery plan.– Hello	

Awards & Certifications

- **Google Data Analytics Certificate – Coursera (2024):** Completed 8 practical case studies involving SQL, data cleaning, dashboards, and presentations.
- **Best Final Year Project – 2025, Marwari College:** Built a Power BI dashboard analysing academic performance across 6 departments over 3 years.
- Hi

Education

Sahyadri College of Engineering and Management Mangalore	Graduated: 2023
<i>B.E-Electronics & Communication Engineering</i>	<i>CGPA: 8.9 / 10</i>

Languages

English | Kannada | Hindi