

# SHAIK MOHAMMED ZAKEER

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## SKILLS

Data Analysis & Management:	SQL, Advanced Excel (Pivot Tables, VLOOKUP, Macros), Data Cleaning & Preparation, Python
Business Intelligence & Reporting:	Power BI, Tableau, Google Sheets, Dashboard Creation, Performance Tracking
Project Management & Planning:	JIRA, Asana, Agile Methodologies (Scrum, Kanban), Strategic Planning
Cross-Functional Collaboration & Leadership:	Team Coordination, Task Prioritization, Meeting Facilitation, Presentation Skills
Communication & Problem-Solving:	Verbal and Written Communication, Critical Thinking, Business Process Improvement, Trend Analysis & Forecasting
CRM & Operations:	Operational Metrics, Business KPI Monitoring

## WORK EXPERIENCE

Scale AI	Aug 2023 - Nov 2024
Jr. Data Scientist (Freelancer)	<ul style="list-style-type: none"><li>Developed and customized Python, SQL, and BigQuery queries for training generative AI models, ensuring high performance and accuracy.</li><li>Maintained a 75% accuracy rate across 600+ tasks, adhering to strict project guidelines.</li><li>Conducted in-depth analysis and visualized datasets to extract insights, leveraging A/B testing to optimize model responses.</li><li>Evaluated AI-generated outputs, providing clear, human-readable feedback to improve model comprehension.</li></ul>
AiVariant	Feb 2023 - Aug 2023
Data Science Intern	<ul style="list-style-type: none"><li>Led a project to analyze customer Personality Analysis, by identifying unique personality segments that informed targeted marketing strategies, boosting engagement and response rates.</li><li>Applied statistical analysis and machine learning algorithms to predict customer behavior with 85% accuracy, directly impacting marketing campaign effectiveness and customer satisfaction.</li></ul>

## PROJECTS

Sales Data Analysis and Reporting Project	<ul style="list-style-type: none"><li>Developed a Sales Data Analysis and Reporting Dashboard to monitor sales performance, customer behavior, product trends, and regional growth patterns.</li><li>Automated data extraction and transformation using SQL queries for comprehensive analysis of historical sales data to identify trends and insights.</li><li>Implemented month-over-month growth analysis, identifying sales growth rates using advanced SQL window functions.</li><li>Designed customer segmentation strategies by evaluating customer retention rate, multi-product line purchases, and Pareto Principle analysis to identify the top 10% of customers contributing to 80% of revenue.</li><li>Built dynamic SQL-based reports to assess product performance and regional sales growth, empowering data-driven decisions for sales and marketing strategies.</li><li>Developed performance metrics such as sales variance, revenue contribution by product line, and correlation between MSRP and actual sales price to provide actionable insights.</li><li>Created dashboards and automated reporting pipelines for key stakeholders, ensuring regular updates and real-time visibility into sales KPIs.</li><li>Technologies used : SQL (MySQL), Window Functions, CTEs, SQL Joins, and Google Data Studio for visualization and reporting.</li></ul>
Medical Cost Analysis	<ul style="list-style-type: none"><li>Built an app to analyze healthcare costs and find key factors affecting medical expenses like age, BMI, and smoking.</li><li>Cleaned and prepared the medical cost dataset for analysis.</li><li>Performed data analysis and visualization to understand trends and relationships.</li><li>Identified key factors influencing medical costs using correlation and boxplots.</li><li>Developed a linear regression model to predict medical expenses.</li><li>Created an interactive Streamlit app for data upload, filtering, visualization, and modeling.</li><li>Found smoking as the strongest factor impacting medical costs, followed by age and BMI.</li><li>Delivered a user-friendly app for real-time data exploration and cost prediction.</li><li>Technologies used : Python, Streamlit, Pandas, NumPy, Seaborn, Matplotlib, Scikit-learn</li></ul>

## EDUCATION

Annamacharya Institute of Technology and Sciences	2022
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Master of Computer Applications (8.0 CGPA)

Yogi Vemana University

Bachelor of Computer Science (81%)

2020

## CERTIFICATIONS

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- [Data Science Certification](#)
- [Python Programming - From Basics to Advanced Level](#)
- [Data Analysis by Microsoft](#)