KHAN ADNAN

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SUMMARY

Aspiring Data Analyst with skills in **SQL, Tableau, Power BI, and Statistics**. Proficient in **data cleaning, data modelling, data visualization, and reporting** to deliver business insights. Strong foundation in **business intelligence tools, database management, and statistical analysis**. Eager to contribute to **data-driven decision making** and develop advanced expertise in **analytics and BI solutions**.

SKILLS

- **Data Analysis & Visualization:** Tableau, Power BI, Excel
- **Databases & Querying:** SQL, Data Modelling, Data Cleaning
- **Statistics & Analytics:** Descriptive Statistics, Hypothesis Testing, Regression Analysis
- **Business Intelligence:** Dashboard Development, KPI Reporting, Data-Driven Insights
- **Tools & Technologies:** Python (pandas, NumPy), MS Office Suite

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PROJECTS

1. **CRM Sales Dashboard (Power BI)**
   - Built an interactive dashboard to analyse CRM opportunities across industries.
   - Tracked key metrics including **conversion rate (7.54%)**, **loss rate (33.14%)**, and **win rate (18.54%)**.
   - Visualised trends by year, opportunity type, and industry to support sales and revenue decisions.
   - Delivered insights on customer acquisition and retention, helping identify areas to improve business outcomes.

2. **Superstore Sales Dashboard (Tableau)**
   - Built an interactive Tableau dashboard to analyse Superstore sales across categories, sub-categories, regions, and customer segments.
   - Tracked key metrics including **total sales (₹2.30M), profit margin (12.47%),** and **return rate (5.91%).**
   - Visualized trends by year, product type, and region to support strategic sales and inventory decisions.
   - Identified top-performing products and segments, delivering insights to enhance revenue and customer targeting

3. **Zomato Restaurant Analysis Dashboard (Power BI)**
   - Built an interactive dashboard to analyse global restaurant data from Zomato across countries and continents.
   - Monitored key metrics including **average rating (2.89), average cost (₹867.95), total cuisines (1,825),** and **total restaurants (9,542).**
   - Visualized trends by region, restaurant, and financial quarter to support strategy, pricing, and delivery decisions.
   - Delivered insights on **online delivery (52% adoption)**, **table booking (11% availability)**, and high-cost restaurants to identify business opportunities.

EDUCATION

Diploma in Engineering in Mechanical Engineering	*2018 - 2021*
University of Mumbai	

Bachelor of Engineering in Mechanical Engineering	*2021 - 2024*
University of Mumbai	

Data Analyst	**2024-2024**
ExcelR	