

# Aakash Sharma

| +91-7500053191 | [theakashsharma12@gmail.com](mailto:theakashsharma12@gmail.com) | [GitHub](#) | [LinkedIn](#) | [Portfolio](#)

"Transforming Data into Strategic Insights"

## EXPERIENCE:

### IT Executive, Saadho Enterprises

Sept, 2023 - Present

- Reviewed and cleaned datasets containing over **100,000** records to ensure accuracy in reports; improved report reliability by identifying data entry errors that had previously gone unreported.
- Retrieved and integrated data from databases using **SQL queries**, streamlining data processing, and boosting operational efficiency by **20%**.

### CAP Associate, Amazon

Jun, 2023 - Sept, 2023

- Identified and eliminated concession abuse, reducing fraudulent claims by **15%** while maintaining customer satisfaction.
- Collaborated with cross-functional teams to investigate and resolve concession abuse cases, leading to a **10%** drop in misuse.

## SKILLS:

- Visualization:** Power BI, Advanced Excel.
- Programming:** Python, SQL, HTML, CSS, JavaScript, Java.
- Database:** MySQL.
- Core Competencies:** Clarity, Analytical, Precision

## PROJECT EXPERIENCE:

### EV Market Analysis - India [Power BI | Excel]

#### [Live Dashboard](#) | [Presentation](#)

- Crafted a comprehensive Power BI dashboard showcasing state-wise EV sales penetration, achieving a **15%** growth in the top-performing state.
- Analyzed electric and hybrid vehicle market trends from FY 2022 to FY 2024, identifying **top 3** leading markets and **3 declining markets**, which guided strategic decisions and targeted marketing efforts.
- Delivered quarterly sales trends for the **top 5 EV** manufacturers, driving strategic insights for market penetration and seasonal sales patterns.

### Ad\_Hoc Insights - [MySQL]

#### [Github Repo](#)

- Identified **key markets** for "Atliq Exclusive" in the APAC region to support business planning.
- Assessed **36%** increase in unique products from 2020 to 2021, helping to focus on top-performing product segments.
- Generated actionable reports on customer sales and discounts, highlighting **top 5** customers in India, aiding in revenue strategies.

### Business Insights 360 - Brick & mortar and e-commerce [Power BI | SQL | Excel | Dax Studio]

#### [Live Dashboard](#) | [Presentation](#)

- Designed a multi-view dashboard in Power BI for **6 departments** (sales, finance, supply chain, executive, marketing, and products) of AtliQ hardware to understand sales trends, facilitate data-driven decisions that scaled the business processes by **10%**.
- Imported 2 different data sources (**MySQL, and Excel**) with more than **1 million** records and performed data modeling.
- Optimized the report using DAX studio, which saved **30%** of storage and improved performance by **10%**

## CERTIFICATIONS:

- SQL Beginner to Advanced for Data Professionals | Codebasics | ([Credentials](#))
- Get Job Ready: Power BI Data Analytics for All Levels 2.0 | Codebasics. | ([Credentials](#))
- Excel: Mother of Business Intelligence | Codebasics | ([Credentials](#))

## EDUCATION:

### Institute of Management Studies, Ghaziabad, India.

B.Sc., Biotechnology

Sept, 2022