

Akshay Munjal

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Profile

Energetic self-starter with a “big picture” focus; completely performance driven, specifically in building bridges and uniting members to work on a common cause. Accomplished public speaker and presenting the product to a vast range of customers.

Education

George Mason University, Fairfax VA USA

MS, Data Analytics Engineering

Aug, 2021 – May, 2023

GPA – 4.0/4.0

The NorthCap University, Gurgaon India (Formerly ITM)

B. Tech, Computer Science Engineering

Aug, 2014 – May, 2018

GPA – 6.86/10

Certifications, Skills and Tools

- **BI Tools:** Tableau, Alteryx, Qlik Sens, Power BI
- **Skills** – CRM HubSpot, LinkedIn Sales Navigator
- **Languages:** Python, R, SQL, PL SQL
- **Certifications:** Google Cloud Platform – Core Architecture, Alteryx Designer Core
- **Operating System:** WINDOWS XP/7/8.1/10, Linux, MacOS

Work Experience

BIS Research

Noida, India

Senior Associate – Business Development

Aug 2019 – May 2021

- Developed strategy for lead generation leading to email deliverability to ~99% and achieved a success rate of ~25%.
- Support in building the products of the company to build BIS Research as a brand by giving them a revenue of around \$160K
- Strategize to build and acquire clients across multiple industries for research and consulting services.
- Maximize revenues from existing accounts by delivering the most expected content, and cross selling and up selling.
- Shall help in developing proposals/business case/presentations to the clients, pitching in for the expected research content by the clients, based on their experience.
- Market/Prospect assessment and Market Campaign Implementation to manage efforts to grow new business, increase existing revenue.

Team Computers Pvt Ltd

Gurgaon, India

Business Intelligence Consultant

Sep 2018 – May 2019

- Strong hands-on experience implementing dashboarding, data visualization, and analytics using Tableau Desktop and Server/Online.
- Building, publishing customized interactive visualization and dashboards, report scheduling, setting user email timely updates & publishing using Tableau Server/Online.
- Data Cleansing, Blending & Modeling using Alteryx and Tableau Prep.
- Good interaction with clients, understanding Business applications, business data flows, data relations and highly motivated to know more about latest technology, new software and products.
- Data science models, Predictive models in Python as well as Product Recommendations using Market Basket in Python.
- Pre-Sales Activities – Client interactions, presenting the AI/ML products and suggesting where the technology can be embedded in their environment.
- Created dashboards for companies like **Jindal Stainless** to track the shipment which eventually reduced the inventory stock cost by 11%.

Projects

- **Electric Vehicles Analysis** (Data Analysis Final Project) – ([Link to Project](#))
 - Performed data pre-processing activities using Pandas & Numpy libraries. Loaded the csv data into the system & carried out statistics & data visualizations. Identified useful patterns & uncovered meaningful insights from couple of EV datasets.
 - Plotted KPI's, maps, linear/polynomial regression using Tableau, for various data points.
 - This data analytics research was implemented using Python & Tableau and published the story on Tableau Public website.

Soft Skills

- **Communication** – Communicated with customers on daily to solve any problems they might have and give them technical presentations to help them understand the product Tableau.
- **Team Work** – Collaborated with both inter and intra teams to arrive to the desired solution, whereas handled all the interns to train them.
- **Problem Solving** – Analyzed factors contributing to low sales and develop strategies to get back to the desired targets.