

# Akshay Munjal

Fairfax, VA 22031 | P: +1 (720) 803-8558 | [akshay.munjal1996@gmail.com](mailto:akshay.munjal1996@gmail.com) | Portfolio – [akshaymunjal.github.io](https://akshaymunjal.github.io)  
LinkedIn - <https://www.linkedin.com/in/akshay-munjal> | Tableau Public - <https://public.tableau.com/app/profile/akshay.munjal>

## 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

<b>George Mason University (Present)</b>	<b>GPA</b>	Fairfax, VA, USA
MS, Data Analytics Engineering	4.0/4.0	Present (2021-2023)
<b>The NorthCap University (Formerly ITM)</b>		Gurgaon, India
B. Tech, Computer Science Engineering	6.86/10	May 2018

## Certifications, Skills and Tools

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

## Work Experience

**BIS Research** Noida, India  
**Senior Associate – Business Development** Aug 2019 – May 2021

- 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.
- Customizing content in terms of market research report/titles aptly suiting the needs of the clients.
- Consolidating and overlooking the requirement of the clients to suggest the best suited solution.

**Team Computers Pvt Ltd** Gurgaon, India  
**Business Intelligence Consultant** Sep 2018 – May 2019

- Experience in Tableau Desktop across various versions: v9.0 – v2018.2. Good knowledge in building views and dashboards, joining multiple tables, creating KPI's based on requirements using Tableau Desktop.
- Implemented Tableau mobile dashboards via Tableau mobile application.
- Developed Tableau workbooks to perform year over year, quarter over quarter, YTD, QTD and MTD type of analysis.
- 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.
- Data science models, Predictive models in Python as well as Product Recommendations using Market Basket in Python.
- Pre-Sales Activities – Client interactions, demos for AI/ML and suggesting where AI/ML can be embedded in Analytics in their environment.
- Data Exploration, using Statistical Models to find the model which best suits for the completing the business requirements and get the desired output in Python.

## 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 covid vaccination dataset.
  - 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.