

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

Certifications, Skills and Tools

- **BI Tools:** Tableau Desktop, Tableau Online, Tableau Server, Tableau Prep & Alteryx, Qlik Sens, Power BI
- **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

- 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.
- 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.
- Manage efforts to grow new business, increase existing revenue.

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.

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