AMIT KUMAR MISHRA

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PROFESSIONAL SUMMARY

I'm a final-year BCA student with a keen interest in data analytics, skilled in SQL, Microsoft Fabric, Python, Excel, Power BI, and Snowflake. Strong communication and problem-solving abilities with a passion for turning data into useful insights.

EDUCATION

Harish Chandra P.G. College, Varanasi
Bachelor of Computer Applications (2023-2026)
Related Coursework: Database Systems, Computer Science, Operations Management, Management, and Programming languages (e.g., C, C++, Java, SQL, HTML)

WORK EXPERIENCE   August 2025 - Oct 2025

Thomas Cook India Limited
Sales Executive
- Worked as a Sales Executive, leveraging Excel and Power BI to analyze sales data, extract insights, and implement strategies that contributed to a 30% increase in sales.

PROJECTS

1.ANNUAL MOBILES SALES REPORT(POWER BI)

- Built an interactive Power BI dashboard using DAX and Power Query to analyze ₹769M in sales data, identifying key weekend trends and payment preferences across Indian cities; implemented data-driven inventory and promotional strategies that led to a projected 15-20% increase in sales efficiency and revenue growth.

2.DEPARTMENT OPERATION ANALYTICS (FABRIC & POWER BI)

- Developed an end-to-end Fabric solution to monitor a $6.9M budget, utilizing SQL and DAX to identify financial risks such as a $25K capital deficit. By automating Lakehouse pipelines and visualizing "Project Cost vs. Salary.
- I enabled leadership to reallocate surpluses, resulting in a 20% improvement in budget utilization. This real-time dashboard reduced manual reporting by 40%, providing stakeholders with the transparency needed for faster, risk-mitigated operational decisions.

3.CRM SALES OPPORTUNITIES INSIGHTS USING SQL

- Engineered complex SQL queries using window functions and joins to analyze CRM data, identifying a 12% reduction in sales cycle bottlenecks and pinpointing top-performing GTX product series; delivered data-driven insights on agent win rates and regional trends that optimized sales team performance and increased projected quarterly deal conversions by 15%.

TECHNICAL SKILLS

- Programming & Querying: SQL, Python (Numpy, Pandas, Matplotlib, Seaborn)
- Data Visualisation : Power BI, Tableau, Excel
- Database Management: MySQL, PostgreSQL, Microsoft SQL Server Management Studio
- Other Tools: Google Sheets, Jupyter Notebook, Google Colab, MS Office, Snowflake
- Core Skills: Data Cleaning, EDA (Exploratory Data Analysis), Dashboarding, Business Insights, Problem Solving

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CERTIFICATIONS

- Microsoft Certified: Fabric Analytics Engineer Associate
- Snowflake Hands-On Essentials: Data Warehousing Workshop (Badge 1)
- Snowflake Hands-On Essentials: Collaboration, Marketplace & Cost Estimation Workshop (Badge 2)
- HP LIFE – Data Science & Analytics | HP Foundation | Aug 2025
- Deloitte Data Analytics job Simulation | Aug 2025
- Tata Data Visualization Virtual Experience Program with Forage | Aug 2025
- SQL (Intermediate) by HackerRank
- Career Essentials in Data Analysis by Microsoft and LinkedIn