Anubhav Sharma

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SUMMARY

Detail-oriented professional with expertise in data analytics (MySQL, Excel, Tableau) and CRM systems. Skilled in transforming complex data into actionable business insights. Proven ability to optimize performance, enhance processes, and drive growth through data-driven decision making. Experienced in SQL query optimization, dashboard development, and comprehensive data visualization.

Skills

- **Business:** Business-to-Business Sales | Key Account Management | CRM |Proposal Development | Competitor Analysis

- **Technical:** Project Management | MySQL Query Optimization |MS Excel Data Analysis | Tableau Dashboard Development | Data Cleaning | Data Visualization | Data Analytics

- **Soft Skills:** Effective Public Speaking | Customer Service | Collaborative Team Management | Problem Solving

Portfolio

https://anubhavsharma-cmd.github.io/AnubhavSharmaPortfolio/index.html

Work Experience

Sales Manager | Intangles Lab Pvt. Ltd. | **Pune ,Maharashtra**   **March 2022 -May 2023**

- Developed comprehensive sales performance dashboards using CRM data
- Conducted in-depth lead conversion rate analysis, achieving 40% lead-to-customer conversion
- Implemented data-driven forecasting models to predict sales trends and pipeline potential
- Reduced customer response time by 30% through data-driven process optimization
- Identified and mapped customer lifecycle patterns using advanced data analysis
- Generated comprehensive reports on sales performance, customer behavior, and market trends

- Transformed raw customer interaction data into actionable business insights
- Implemented data-cleaning processes to ensure data quality and reliability

Education

- **Master of Business Administration-Operations Management**-Dr. D. Y. Patil Vidyapeeth,Pune **(2023-August 2025)**

- **B.E. Mechanical Engineering** – Chandigarh University, Gharuan (2018 – 2022) – **CGPA: 6.97**

- **Senior Secondary Education** – Central Academy, Jodhpur Cantonment (2016 – 2018) – **77.6%**

- **Secondary Education** – Army Public School, Jodhpur (2014 – 2016) – **CGPA: 8.1**

Certifications

- Google data analytics

  Issue date : March 2025 | Credential ID : K7V3GJ6H63UL

- Mastercard - advisors & consulting services job simulation

  Issue date : March 2025 | Credential ID : ab6bbf277b8140a99a2ef573b2b5831a

- Edx verified certificate for introduction to project management

  Issue date : December 2023 | Credential ID :ab6bbf277b8140a99a2ef573b2b5831a

- Edx verified certificate for procurement and logistics management

  Issue date : December 2023 | Credential ID : 43d3d922d575442388d28198f227c212

- Edx verified certificate for supply chain planning and strategy

  Issue date : December 2023 | Credential ID : c7d813e84f22481d860014118541c8f8